

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXIII

ROCHESTER, N. Y., JANUARY, 1921

No. 1

Painesville Nurseries



The Storrs & Harrison Company

Established
1854

NURSEYMAN FLORISTS SEEDSMEN
PAINESVILLE, OHIO.

45 Greenhouses
1200 Acres

A Complete Variety List

—OF—

ORNAMENTALS, FRUITS, EVERGREENS
ROSES
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NURSERYMEN ORCHARDISTS
DEALERS GARDENERS
LANDSCAPE ARCHITECTS

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A Complete Variety OF Nursery Stock

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AMPELOPSIS VEITCHII, 1 year, heavy.

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Imported Fruit and Rose Stock, quoted f. o. b. Manchester.

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1921

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Spirea Van Houtte
Other Ornamental Shrubs

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Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated
Graft and Stock Planter and Firmer

American Nurseryman Directory of American Plant Propagators
LISTING NURSERY CONCERNS WHICH SPECIALIZE IN THE PRODUCTION OF YOUNG STOCK, INCLUDING THAT WHICH HAS HERETOFORE BEEN IMPORTED

The American Plant Propagators Association, Organized in 1918, Will Hold Its Third Annual Meeting in Chicago, Ill., June 22, 1921. Membership Open to All American Propagators, F. W. von Oven, Naperville, Ill., Secretary

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Complete Stock of
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ALSO
Trees, Shrubs and Vines
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 Write for Wholesale Price List.

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 Evergreen Specialists, Dundee, Illinois.
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 American Pedigree Cannas
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 & JONES CO. Penna., U. S. A.
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Moore's Early and Concord Grape Vines

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A dwarf, everblooming, yellow flowered shrub for foundation planting, shrubbery or perennial border, or specimen planting. All sizes, from lining out to mature specimens. Cheaper than Jap. Barberry. Car lots or less. Also Outhbert, Marlboro, Idaho, St. Regis, Erskine Park, Plum Farmer raspberries, Snyder blackberries, Native plants, ferns, shrubs and trees.

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SHRUBS PERENNIALS, Etc.
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TELEPHONE, NAPERVILLE NO. 1.

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A General Line of Ornamentals.

YOUNG STOCK—For Nursery Planting
 We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

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 AURORA, ILL.

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Grown especially for our own Budding

Having more than our own planting warranted, we are in a position to supply you with the

RIGHT STOCK.

as it should be grown to have success.
 Ask for Prices.

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Seedlings—Transplants—Cuttings
 grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony
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 Charles City, Iowa.

LINING OUT STOCK

Philadelphus Aurea.
Spiraea Anthony Waterer
Spiraea Colosa Alba. **Deutzia gracilis**
Weigellia Rosea
AND A FULL LIST BESIDES
 The Early Bird catches the Worm.
 Better Place Your Order Early.

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CULTRA BROS., Mgrs. Onarga, Illinois

Bobbink & Atkins

Complete collection of Choicest Evergreens.

Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

Boxwood, Bay Trees, Euonymus, etc.

Hardy Herbaceous Plants.

Hybrid Tea Roses, Bush and Tree Form.
 Careful Inspection Invited.

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Get our Trade List Now. Wholesale Only.

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AT FRAMINGHAM, MASS.

Millions of Evergreens and Deciduous trees
 Complete in grades and sizes.

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Firs, Junipers, Arborvitae, Pines, Spruces,
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Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN
NURSERY TRADE BULLETIN

"Quaker Quality"

Shades and Shrubs

Seeds, Peach for season 1921

J. Van. Lindley Nursery Co.,
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Two year field grown

IBOLIUM HARDY HYBRID PRIVET

CROSS BETWEEN

California and Ibota Privet.

**HARDY AS IBOTA
LOOKS LIKE CALIFORNIA**

Arnold Arboretum
Report it hardy there
the past winter.

— JUST THINK WHAT THAT MEANS —
**Order Propagating Stock
NOW**

Grows equally well from either Hard or Soft Wood.

**START PROPAGATING NOW AND BE
READY FOR THE COMING DEMAND.**

TRADE OFFER:

2 years, 2-3 feet	- -	each \$2.50
(Not cut back. See above cut.)		
1 year, 1-2 feet	- -	each \$1.00
Summer frame cuttings	-	each .50

The Elm City Nursery Co.

**WOODMONT NURSERIES, Inc.
NEW HAVEN, . . . CONN.**

Also introducers of BOX-BARBERRY

We have ONE YEAR APPLE

to offer in the following varieties and can furnish these in

4 to 6 ft. grade
3 to 4 ft. grade
2 to 3 ft. grade

Ben Davis	McIntosh Red
Baldwin	N. W. Greening
Black Ben Davis	Red Astrachan
Delicious	Red June
Early Harvest	Rome Beauty
Grimes Golden	Staymans Winesap
Gano	Winesap
Jonathan	Winter Banana
M. B. Twig	Wealthy
Maiden Blush	York Imperial
	Yellow Transparent

We also have to offer Grape Vines in one year No. one and One year No. two in Concord, Niagara, Moore's Early, Worden, Moore's Diamond and a few red sorts.

We have as fine a lot of Apple Seedlings as you ever saw and can furnish these in all grade.

Can supply roses in the following varieties as well as a limited number of some other sorts.

American Beauty	LaFrance, white
Etoile de France	Meteor
Etoile de Lyon	Mad. Caroline Testout
Frau Karl Druschki	Paul Neyron
Gruss an Teplitz	Pink Cochet
General Jacqueminot	Sunburst
Kaiserin Augusta Victoria	White Cochet
LaFrance, pink	

All stock offered above is for late fall or early spring shipment. In addition to the items mentioned we will have a good assortment of two year apple in all grades as well as peach trees.

F. H. STANNARD & CO.

OTTAWA KANSAS

105 Years in the Nursery Business

GENERAL STOCK—Our propagation includes apple, peach, pear, plum, cherry, apricot, quince, grape vines, all small fruits, shade trees, shrubs, climbers, roses, garden roots, etc.

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Everything is grown in large quantities. Our grades are dependable and we are generally prepared to quote to nurserymen nearly everything we offer to the retail trade, and prices are always in line with those of other reputable growers.

We will be glad to have a list of your requirements for the coming season. Doubtless there are some things that you can use that we have in surplus. Can also ship from our branch plants: Marionville, Mo.; Farmington, Ark.; Dansville, N. Y.; North Girard, Pa.; and Vincennes, Ind.

STARK BROS.

Nurseries and Orchards Co.,

LOUISIANA, MO.

AMERICAN NURSERYMAN--January, 1921

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence. **INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any, it is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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STOCKTHE
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are the result of careful packing and good judgment in shipping. Experience helps too—particularly through the winter months. Every year seems to increase the amount of winter shipping. Our facilities are such that you can be guaranteed satisfaction.

Bulletin Number one has already been issued. Number two will be distributed early this month. If you are not on our mailing list write us. Number two will offer especially:

ROSES (field grown)
Climbers and Hybrid Teas

CLEMATIS PANICULATA **HARDY PERENNIALS**

ORNAMENTAL SHRUBS

FRUIT TREES

YOUNG EVERGREENS FOR NURSERY PLANTING

High Grade Stock for the Wholesale Trade

Jackson & Perkins Company,

NEWARK, NEW YORK STATE

THE
PREFERRED
STOCK

January, 1, 1921.

THE
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STOCK

Hardy Privet

We have the largest stock of Hardy Amoor River North Privet left in the United States.

Can furnish all grades, also

Ampelopsis Veitchii, 2 or 3 year.

Clematis Assorted.

Climbing Roses.

Spirea Van Houttei.

Raspberries. Lots of 5,000 and 10,000

Cumberland.

WRITE FOR PRICES

ONARGA NURSERY COMPANY
CULTRA BROS., Mgrs. ONARGA, ILLINOIS

FRUIT TREE STOCKS

We have to offer the leading sorts of Fruit Tree Stocks, such as

Apple
Cherry
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Pear
Plum

Paradise
Quince
Etc.

Also the best lines of Rose Stocks, such as:

Manetti
Grifferaie

Multiflora
Seedlings

Dog Rose
Laxa, Etc.

Our Catalogue quoting the lowest prices for these stocks will be sent on demand

E. TURBAT & CO., - Nurserymen
ORLEANS, FRANCE.

The Root of the Nursery Business

To make a success of any business we must get to the root of it. This is especially true in the Nursery business. To make a success of growing trees we must have good roots. Here is where we can help you—we are at the root of the Nursery business—we grow the roots. Our entire time and attention is given to the growing of the roots of the Apple and Pear. We have all the facilities—all the up-to-date machinery—and years of experience for growing Apple and Pear roots—it's our business. We are experts in growing high class roots. We spray often, not to cure, but to prevent any disease. We are prepared in every way to furnish the very best. Get our prices on Apple and Pear roots—we have all grades. We have especially fine, extra heavy, 1-4 inch branched—also extra 1-4 inch straight grades of Apple Seedlings. We guarantee our grades, and we guarantee our stocks to arrive in good condition.

F. W. WATSON & CO.,
TOPEKA, KANSAS.

Apple and Pear stocks exclusively.

American Nurseryman

The National Journal Of Commercial Horticulture

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Vol. XXXIII

ROCHESTER N. Y., JANUARY, 1921

No. 1

Northern Retail Nurserymen In Session

PROGRAM

Monday Morning

10:00—President's Address, M. R. Cashman.

Monday Afternoon

1:30—"The Nursery Outlook," E. M. Sherman.

2:00—"European Nurseries," E. S. Welch.

3:00—"Activities of State Stations in the Nursery Business," B. J. Loss.

Discussion—John Hawkins.

4:00—"Inspection Work," Prof. A. G. Rugles.

5:00—"What Ornamentals Should We Propagate," Robt. Wedge.

Discussion, L. L. May.

Monday Evening

6:00—Dinner.

7:30—"Advance Collections," T. Torgeson.

Discussion, B. J. Loss.

8:00—"Uniform Contracts," V. L. Rushfelt.

Discussion—Robt. Wedge.

8:30—"Greenhouse Possibilities," W. H. Eddy.

Discussion, D. M. Mitchell.

Tuesday Morning

10:00—"Nursery Prices," E. M. Sherman.

Discussion—Free for all.

Tuesday Afternoon

1:30—"Legal Protection of Nurserymen's Rights," T. L. Cashman.

2:00—"The Nursery Salesman," C. A. Chinberg.

Discussion—L. J. Wesley, E. C. Hilborn.

2:30—"Packing, Grading and Handling Nursery Stock," L. J. Tucker.

Discussion—John Anderson.

3:00—"Market Future, Wholesale and Retail," L. J. Wesley.

Discussion—M. R. Cashman, A. S. Riley, D. M. Mitchell, T. Torgeson.

4:00—"New Varieties," A. H. Andrews.

Discussion—G. A. Tolleson, A. M. Brand.

Banquet. Business. Round Table Talks.

The Northern Retail Nurserymen's Association held a most successful convention at the Dyckman Hotel in Minneapolis, Minnesota, on December 6th and 7th.

This association has been growing in co-operative strength each year since its organization. When it was first formed, some six years ago, there was a feeling that competitive jealousies might prevent it from performing its greatest good to the various members. Each year, however, has seen these differences adjusted and a finer feeling of fellowship prevailing among the members, until today there is a spirit of give and take among all members. This is shown in many ways.

First, the Nurserymen of the Northwest have cleaned house in regard to the hiring of irresponsible and unreliable salesmen. Through the efforts of the Round Table clearing house the grafting tree peddler and the contract jumper have been left without a home. There has never been a time in the history of the Nursery business when the personnel of the Nursery salesmen has been of so high an average as it is in the territories covered by the Northern Retail Nurserymen's Association. By mutual understanding each season has seen the elimination of many of the former unrelatables until the sales force in the Northwest compares favorably today with the

knights of the grip in other commercial lines.

Second, the standards of grading and packing of Nursery stock have been greatly bettered through the efforts of the association.

Third, the consideration of market conditions of all lines of stock has enabled the Nurserymen to meet the present war shortage in a much more satisfactory way than could have been possible without the association. It has been possible for Nurserymen to avoid sales of items that were short and to agree to sell such items and such grades as would be available for markets. In this way much tension has been averted.

Fourth, by careful consideration, at every session, of growing costs through various cost system reports the members have been able to arrive at a more businesslike understanding of a just price to both grower and retailer and have thus been enabled to avoid many of the pitfalls that have come to the Nurserymen acting singly and blindly.

Last, but by no means the least of the accomplishments of the Northern Retail Nurserymen's Association, has been a fine spirit of co-operation that has grown up among the members. There is a recognized courtesy that has been developed among all the members—a courtesy that has extended into all activities of the everyday life of the Nurserymen. This has led to a willingness to help the other fellow out, a willingness to see a nursery salesman leave one firm and go to another and a corresponding unwillingness of any firm to court the services of satisfied salesmen of other firms.

There was a feeling of optimism manifest throughout the convention. Confidence seemed to prevail that there were better days ahead for the Nurserymen. Through the efforts of the National Association and its publicity bureau there was a belief that the demand was growing for ornamental Nursery stock which will greatly stimulate sales.

On the other hand, an idea seemed to prevail through the association that there was something radically wrong with the rose business, that the rose market was not open to the ordinary competition that is found in other lines. This undercurrent of belief that the rose growers are artificially controlling the market will result in the stopping of sales on H. P.'s and standard roses during the coming year by the Nurserymen of the Northwest until such time at least as they are satisfied that the rose market is open to normal and healthy competition.

M. R. Cashman, who has been president of the association since its inception, insisted upon being retired and the following officers were elected for the new year:

President—E. C. Hilborn, Valley City, N. D.

Vice-President—L. J. Tucker, Madison, Wis.

Secretary-Treasurer—Robert Wedge, Albert, Lea, Minn.

E. C. HILBORN,

Acting Secretary, N. N. R. A.

Movement of Rooted Vines

As usually happens, at this time of the year, when rooted grape vines are being purchased for new plantings the question of protecting localities free of phylloxera against infestation becomes acute, says the California Commissioner of Agriculture.

The urgent desire and legitimate right on the part of the grape-grower to purchase rooted vines, and the Nurserymen to dispose of such stock is opposed by the county horticultural commissioners acting in the interest of their respective counties and who are unwilling to assume the grave responsibility of possibly causing the insect to be introduced in uninfested localities. Such a condition creates an issue which must be considered from a viewpoint of self-preservation and one which should appeal to the conflicting interests.

When no mutual understanding can be definitely reached the only positive means of treating rooted vines should be employed: The hot-water method of phylloxera disinfectant. It should be applied at the shipping point and a certificate to that effect should accompany the shipment, stating that the treatment had been carried out under the supervision of the County Horticultural Commission.

If at the point of destination the horticultural commission still has reasonable doubt that the process of disinfection has been successfully done, the rooted vines then should be submitted to the treatment a second time which should produce no injurious effects. Until a more practical measure as safe, effective, or dependable as "the hot-water method" is worked out, which is utterly impossible for this season, the suggestion is here offered that the contending parties come to an understanding upon the foregoing terms regarding disinfection.

Breeding Apple for Iowa

"At present none of the standard winter apples are hardy enough for Iowa," says Prof. Lantz, Ames, Ia. "There are a number of hardy Duchesse, Wealthy and other apples which will grow here, but their season is short.

"The problem is to cross and combine a good winter apple with a hardy tree which will withstand the stiff winter climate.

"The experiment stations at Ames and Charles City have upward of 30,000 new seedlings growing, of which about 5,000 are now of bearing age, and more than 2,000 have fruited within the past four years.

"Out of 2,000 specimens which have fruited twenty-five new varieties have been selected. These promise to be worth testing over a wide area in the upper Missouri valley. Of the ten or twelve varieties I have with me two or three which have exceptional promise for northern Iowa.

"One of the most promising specimens is a large bright green apple, called 'Ames No. 414,' which, as it ripens, turns to an attractive yellow. It has a long season and will remain in good condition from November until the following March. We have also several crossings, including Salome by Jonathan, and several of the Wolf River by Harrington. These crosses gave seedlings that look good enough for northern Iowa, but which will be tested farther before being given a definite recommendation."

President Bergtholdt's Address to the Californians

"The Nurserymen are the connecting link in the chain of human activity, that, on the one hand, ties a vast volume of human fruit food and an industry great and munificent to nature's storehouse," declared President J. E. Bergtholdt of the California Association of Nurserymen in addressing the recent convention.

"On the other hand it unfolds to humanity nature's beauties in plant life. While the one is rated the greater material asset, the other is greater spiritually. Both are indispensable to human needs.

"The past two years have been years of prosperity for the nurserymen, both fruit and ornamental. The question has been asked: 'Is the California nurseryman a profiteer?' I quote for your information and comparison price lists of three leading Eastern Nurserymen, the prices of several standard sorts as compared to those prevailing in California, the prices being based on per hundred and on the 4-8 ft. grade.

	E. S. Starr & Sons	Calif. Welch Bros.	Harrison
Pears	\$75	\$190	\$140
Apples	70	140	100
Plums and Prunes ..	70	190	110
Cherries	110	190	140
Peaches	75	140	85

Coast Prices Lower

A comparison of these figures shows that in spite of the unprecedented demand and a corresponding shortage of trees, the California planter is paying over 50 per cent less than the prevailing prices in East. The same comparison will hold good on various standard ornamentals.

"The grower of trees and plants is a farmer, the same as a grower of cereals and livestock, with this very vital distinction however. The grower of cereals and livestock can always convert 100 per cent. of his product into cash at the prevailing market prices. Whereas, the grower of trees and plants, after having two years run a gauntlet of endless vicissitudes in the growing of a crop that never yields him, on an average, over seventy trees for sale out of one hundred planted, and whereas, unlike the farmer of cereals and livestock who realizes on 100 per cent of his crop, the nurserymen, on an average, over a period of years will never sell over forty-nine trees out of the seventy of the original one hundred he had succeeded in growing, this loss of over 50 per cent of time and expense being a dead loss and an added expense on those he succeeds in selling. That annual brush pile is—you all know it—the rock upon which two out of every three nursery enterprises founder. Who, therefore, will begrudge him a year or two when he can dispose of 90 to 100 per cent of his crop at a price that pays him a profit and enables him to accumulate a surplus against future losses, and helps him to render more efficient service to the industry he fathers.

Prices Are Justified

"In view of this fact, and owing to present high cost of labor, material, overhead and living, the prevailing prices are not only justified, but are reasonable, particularly in view of the precarious nature of the nursery business.

"The peak of high prices has been reached and if we desire to maintain a parity between commodities and values, and avoid the pitfalls of the past, our future plantings should have an eye to quality, efficiency in methods, and service, rather than quantity.

"The unlimited potential possibilities of commercial horticulture in California have not yet been touched. The ensuing years will witness an enormous expansion of the industry! California fruit supplies an indispensable necessity to the world's diet. This same vista of future development is equally on the horizon of the ornamental nurserymen. The topic 'Fifty thousand orchard homes without an ornamental plant,' will be ably presented later on the program.

"These facts to me, afford vast opportunities for service that spell success and honor to our craft. Efficiency, service and loyalty to our responsibilities will do it. To that end I present for your consideration a few, to me, vital suggestions.

Co-operation

"Our California Association of Nursery-

men should function, not alone as a clearing house of helpfulness to its members, but should be made the leading factor in the horticulture of the state.

"The activities of our membership are dual—the growing of fruit trees and ornamental plants. Both equally indispensable and important. Neither should dominate this organization. Both should co-operate loyally to an ideal. Heretofore the ornamental nurseryman has been a minority in our association, not alone in our membership but in the activities of our organization. For this, however, I don't particularly blame him. There is no fun marching with a funeral procession.

"Heretofore your executive officers and active committeemen have been mostly fruit tree nurserymen. This is wrong. In view of our equal capacity the membership of your officers should be fifty-fifty. For your next president should be chosen some husky live ornamental nurseryman; your first vice-president may be a fruit tree man—both mutually sharing the executive functions under the direction of the chief.

"Every individual engaged in the growing or sale of fruit and ornamental trees and plants should be an active member of this organization. The California Association of Nurserymen has been fed too long on a milk diet. It must grow teeth. Until you make it a man's organization with a man's work and a man's responsibilities you offer no incentive.

The Golden Rule

"Do unto others as you would have others do unto you—to which some old time Missouri nurserymen have added 'but do 'em fust.' This time worn admonition, minus the Pike county supplement, applies as much to our business today as when first uttered. In every avenue of endeavor it becomes necessary for every trade organization to lay down rules and ethics to guide its membership. The public demands reliability and service. Do this and our activities will not be questioned by those who place confidence in us and the products we sell. Our prosperity depends on fair dealing and honest methods. Our organization should be founded upon the desire to render public service as much as for mutual helpfulness and protection.

Careful Selection

"Your executive committee should be chosen with a view to efficient integrity and ability. This committee should be authorized and instructed from this convention:

- (1) To renovate the organization.
- (2) To devise plans and methods to enlarge the activities of the association and make it, not alone more efficient in helpfulness to its members, but more particularly make it the leading factor in the horticulture of the state.
- (3) and most important: To draw up a code of ethics to be rigidly enforced and enforced upon its members.

"I sincerely hope that this will be taken at this convention. Do this and membership in the California Association of Nurserymen will mean something, and confidence will be the cornerstone of our organization.

Increasing Efficiency

"The executive activities and responsibilities of your executive committee should be enlarged. Your president and vice-president should be made ex-officio members of this committee. Your committee should meet once every three months to consider matters vital to the association and to the industry and to devise plans and methods. These meetings should be held at some convenient place and should not be subject to call but should be regularly authorized and set. Expenses of committeemen should be reimbursed from budget.

Financial Budget

"You can't buy bread on air. No more can you make the California Association of Nurserymen a potent factor in horticulture on an annual deluge of rhetoric. Our association has always been underfunded. Right here a word of appreciation of our worthy secretary. He has been for years the keel and backbone of the organization. Aside from the personal sacrifice and unstinted loyalty, he has rendered service without remuneration that, professionally measured

represent each year a contribution to the organization nearly as large as the financial receipts from its membership.

"A budget adequate to its needs must be provided for this organization in order that it may carry on its activities and maintain its rightful place in the horticulture of the state.

"The acid test of your interest and loyalty to an ideal is the measure of your financial support to it. In addition to our annual dues, every dealer and grower of trees should voluntarily contribute at the rate of one dollar per thousand in volume of business to our budget. This basis would be equitable to all and would be an insignificant item of expense to each business. This contribution should be made in the nature of a definite promise to underwrite the financial budget of the association to this extent for five years. No member actively engaged in the business should wince on the fairly pro-rated contribution.

"On behalf of the firm I represent we are ready to underwrite the financial budget of the California Association of Nurserymen for a period of five years, to the tune of one dollar per thousand for each previous year's business done, and we are ready, on the basis of last year's business to now contribute the sum of \$250 in addition to the \$100 already contributed to the Association.

"Do this and for every dollar in money and effort you contributed to an association adequately supported you will be repaid tenfold in the standing and prosperity of your business in the era to come. I tell you men, we've got a man's work to do. Will you do it? Will you take this definite action now and at this convention?

Membership

"Continuous and systematic efforts should be made to prevail upon every nurseryman, florist and salesman to join us. In view of the close interrelation between the nurseryman and the fruit grower, I believe it would strengthen the organization and would make for a better understanding of the nurserymen's problems and would make for greater efficiency if leading fruit-growers were requested to affiliate with us in active membership. To this end I suggest that a permanent committee of membership be appointed.

Service

"The California planter demands above all things quality. He is willing to pay the prices and he expects the product to be the best that good nursery workmanship can deliver. We should maintain a high standard of both quality and grade.

"A year ago there was started a movement for the standardization of varieties and the improvement of types by selection—the organization of the California Nurserymen's Bud Section Association—marking an epoch in horticulture. Details of this work will be given later on in our program. Every fruit tree nurseryman should actively join in and contribute to this work. The California planter will call us to an accounting and his confidence in us spells our success."

The Pacific Northwest

Under date of November 12th, C. J. Atwood of the Washington Nursery Company said:

"The company is now at work on a carload of stock which goes to Portland, Ore. The Willamette valley in Oregon and Humboldt and Mendocino counties in California are among the biggest customers of the local firm, prune trees being in particularly great demand.

"One of the striking features in the business of the Washington nursery is the variety in orders. A large percentage of orders are made up for home gardens whose owners wish to plant only one or two trees of each species. The orders are often further sub-divided into ornamental and fruit producing varieties. This year's shipment of mixed varieties to the coast will be the largest ever recorded in the company's annals. Orders for 1920 and 1921 will far exceed those of 1919-1920 when a total of 20,000 were filled by the company."

When writing to advertisers just mention American Nurseryman.

APPLE SEEDLINGS

We offer a fine lot of well matured Apple Seedlings, dug late after they were well ripened.
They are of strong caliper, and full of life and vigor.
We guarantee they will please you.

GRADES

3/16 and up straight or branched.

1/4 inch and up straight or branched.

2/16 to 3/16, strong grade, straight or branched.

Mahaleb, French Pear, Manetti, Multiflora and Rugosa Rose Stocks.

A large stock of Forest Tree Seedlings.

• **ROSES**—Hybrid Tea and Hybrid Perpetual, mostly on own roots.

Send us your list of wants. Ask for winter trade list.

Mount Arbor Nurseries

E. S. WELCH, President

125 Center St.

Shenandoah, Iowa

American Rose Society

The new constitution of the American Rose Society fixes the annual dues at \$3. Chairman McFarland of the membership committee says: "Without the hearty and wholly unpaid co-operation of many rose friends, it would be impossible, even at this increased rate, to produce the American Rose Annual and other publications, to maintain supervision over the Test-Gardens, to provide medals and certificates for rewarding rose advance, and to conduct the rapidly increasing correspondence upon rose subjects. No officer is paid, and the members of the executive committee as well pay their own traveling expenses to the meetings, while the year-around correspondence and work of the editor costs the Society postage only."

By reason of the increased pressure of his work as Professor of Floriculture of Cornell University, E. A. White, secretary since 1917, has found it necessary to resign. At the annual meeting of September 29, 1920, this resignation was regrettably accepted, and John C. Wister was elected secretary for the remainder of the year. Communications may be addressed to him at 606 Finance Bldg., Phila., Pa.

AVOID OVERPRODUCTION

Nurserymen in many quarters are mindful of the marked disadvantages resulting from overproduction of stocks. There are disadvantages of scarcity, of course; the subject of production is a leading problem. For those who may not have given the matter special thought there is food for reflection in the following editorial comment in a recent issue of the New York Herald:

J. Ogden Armour has been quoted as saying: "Ordinarily production is about six months ahead of consumption; now there is enough to last eighteen months. That situation must be adjusted." On this statement, which we doubt very much ever was given as quoted an always brilliant and entertaining but not invariably thoughtful writer makes the following comment: "Worse things could be imagined than having on

hand enough stuff to last eighteen months."

Not very much worse could happen to the farmers, if it were true, with no need to raise more crops because they couldn't be sold with a year and a half's supply already on the market. Not very much worse could happen to the mills and factories, with no need for their wheels to turn for a corresponding period. Not very much worse could happen to the industrial wage earner, whose bread and butter from day to day depends upon the constant turning of the wheels in the mills and factories. Not very much worse could happen to the merchants, whose business on the whole must be done

with the workers and earners of the country, who couldn't be working and couldn't be earning and couldn't be spending if the wheels were not turning. Not very much worse could happen to all the rest of the public, whose business, work and livelihood depend upon the earning power and spending power of the productive workers of the nation.

But fortunately no such condition exists as an eighteen months oversupply. It doesn't exist generally; it doesn't exist in a single field.

Say you saw it in "American Nurseryman."

NATIONAL AND DISTRICT NURSERY ASSOCIATIONS

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chaffin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd., Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhan, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Retail Assn.—President E. C. Hilborn, Valley City, N. D.; vice-pres., L. J. Tucker, Madison, Wis.; secy-treas., Robert Wedge, Albert Lea, Minn. Annually in Dec.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood,

British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonneson, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torreyson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Brammer, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

Important Announcement

To Nurserymen
Handling Agents

With the present scarcity and high prices of fruit trees many nurserymen are pushing the sale of Evergreens. Why not let YOUR salesmen sell Evergreens? The demand is already created. State and Federal authorities urge Farmers to plant Evergreen Windbreaks and Hedges. Many leading nurserymen have pushed this line for years, your men will find them easy to sell.

Prices are reasonable, profits unusually good, and we have the stock all ready for you in one thousand or one hundred thousand lots. Solid car-loads a specialty.

Note These Prices

For Evergreen Windbreaks		NORWAY SPRUCE		
		Each	Each	Each
		Per M	Per 10M	Per 25M
1-1 1/2 feet xx"	.....	14c	13c	10c
1 1/2-2 feet xx"	.....	21c	19c	17c

Retail prices on the above are 75c and 95c each.

For Evergreen Hedges		AMERICAN ARBOR VITAE		
		Each	Each	Each
		Per M	Per 10M	Per 25M
1-1 1/2 feet xx"	.....	11c	10c	9c
1 1/2-2 feet xx"	.....	17c	16c	14c

Retail prices on the above are 50c and 75c each.

*Each x indicates one transplanting.

Write today for complete information and free samples.

The D. Hill Nursery Co., Inc. Box 402 DUNDEE, ILLINOIS

SURPLUS, January 1, 1921.

We shall be pleased to quote you prices.

- 50,000 Peach Trees
- 20,000 Sugar Maples 8-10, 10-12, 12-15 ft.
- 20,000 Silver Maples, 8-10, 10-12 and 12-15 ft.
- 1,000 Norway Maples. Large Size.
- 500 Pin Oaks. Large Size.
- 500 Red Oaks, 8-10 ft.
- 2,000 Magnolia Grand, 2-10 ft.
- 25,000 Cal. Privet, 1 and 2 yr. 18-24, 24-30 inch, also 4 yr. 4 to 8 ft.

Can use in exchange for the above, Shrubs and Evergreens.

W. T. HOOD & CO.

Old Dominion Nurseries.

RICHMOND, VA.

Men of the Hour---"American Nurseryman" Series



J. E. BERGHOLDT, Newcastle, Cal.
Vice-President Nurserymen's Bud Selection Association

For a National Tree

The American Forestry Association of Washington, D. C., is taking a nationwide vote to determine what shall be America's national tree.

Under the heading "Electing a Tree," the Philadelphia Press says:

To the practical-minded, the American Forestry Association's attempt to "elect a national tree, as a symbol of these United States, may seem like a specious and insignificant gesture. "What is the use of bothering busy people with such questions?" might be the natural query. But the contemplated drive for votes, inclusive of citizens of voting age and of school children, has a point that should not be overlooked. Its achievement will be fully worth the incidental trouble.

This nation, for all its greatness, progressiveness and intelligence, has always showed a singular torpor to questions of national sentiment such as this, which, in like circumstances, are taken quite seriously, let us say, by the British. Agitation for a national flower was hot for a while; but we never could make a definite selection. Neither the trite daisy nor the febrile goldenrod was a happy candidate, though these were the leading favorites. So the choice was put off, and the question is forgotten today.

The selection of a national tree will be even more difficult. Botanists and foresters believe the maple is a probable winner, though the oak and the sadly-diminishing walnut are mentioned as dark horses. But a country, one-fourth of which is in forests, may be pardoned some indecision. The hickory has rugged qualities that might emblemize America aptly; the fruit trees will be popular with many voters—especially school boys.

If a test of strict practicality were applied to the "election," no such decorative trees would win. Instead, we might get the useful and wealth-producing yellow pine, which in recent years has been the leader in lumber production, or the almost equally productive Douglas fir of the Northwest. But these trees, like the rest, represent only sections of the country. What is wanted is a concrete type of American abiculture, inclusive of Maine, and Yellowstone Park, as well as California and Florida. Probably the nearest approach to such a type is one of the conifers. At all events, the "election" promises to be interesting and variegated.

At present the American or black walnut is in the lead in the voting; the elm is a close second. It would seem that a tree producing something besides leaves should be the choice. Timber, nuts and



WILLIAM T. KIRKMAN, JR., Fresno, Cal.
President Nurserymen's Bud Selection Association

shade are combined in the walnut; lumber for both peace and war.

Secretary Watson of the American Association of Nurserymen has urged members of the Association to vote on the question and to encourage others to do so.

In Memoriam

Gerald L. Holsinger, president of the Holsinger Brothers Nursery, Rosedale, Kansas, died September 10th last, at the home of M. E. Chandler, proprietor of the Elmhurst Nursery at Argentine. Mr. Holsinger had come with his wife to a party, given to celebrate Mr. Chandler's fiftieth birthday and had just taken his place at the dinner table when he placed his hand over his heart and lurched forward and died almost instantly. The cause was believed to be heart disease.

Gerald Holsinger was a member of one of the most influential pioneer families of Kansas. His father, Major Holsinger, a Civil war veteran, was a charter member of the Missouri Valley Horticultural Society and was highly honored by all the Horticultural Societies of this country. Gerald was following in his father's foot steps. He was one of the first graduates of Rosedale High School. He next graduated from Palmer's Academy in Kansas City, then attended the University of Kansas a year and a half. He left the University to accept an appointment to Annapolis Naval Academy from which he graduated in '93. He toured the world on the U. S. S. Baltimore and participated in the War between China and Japan. At the close of his two years cruise he resigned to enter the Nursery business with his father and his two brothers, George and Clarence. When the war broke out with Spain he offered his services and was commissioned to the Vulcan. Closing this war, Gerald again returned home to resume responsibilities of a Nurseryman. At the beginning of the late war he was again called to the colors and was assigned, first to the Great Lakes and then to the Pueblo, plying between this country and France. Thrice then did he turn swords into pruning hooks and back again.

He was born July 6, 1897, and led a most active life. He was a man of positive convictions and with a large following of loyal friends. He was a member of the Ivanhoe Commandery, Knights Templar and of Abdallah Shrine, and of the First M. E. Church, Rosedale.

He leaves a wife, one son, Wallace, his mother, two brothers and three sisters. The business will be continued by George, his younger brother and L. E. Wilson, his brother-in-law.



MAX J. CROW, Gilroy, Cal.
Sec'y-Treas Nurserymen's Bud Selection Association

Switched to an Honest Business

Len Small, Republican candidate for governor of Illinois, lives within little more than a stone's throw of the house where he was born 58 years ago, at Kankakee, Ill., says the Emden, Ill., News. His father, Doctor Small, lived in the old homestead until his death a few years ago. Old Doctor Small was a physician far in advance of his time, it would seem. While he was still a popular practitioner, he astounded the neighborhood by declining to take any more patients. This course he explained, was because he could not practice medicine and be honest.

"I am a robber if I take money from you when I know well enough that if you live properly, you will not be sick," he used to tell them, and became a Nurseryman.

Probably it was the decision of his father to quit medicine and become a Nurseryman that decided the future of the young Len. He grew up with trees and flowers and shrubs. It was natural that he and his young wife should write a book upon horticulture. The money they made they invested in 15 acres of land adjoining the town. The family holdings now number 800 acres, in two 400-acre farms.

WHAT INFLUENCES COST

Cultivation, fertilization, spraying, trimming, training, root pruning, method of digging and packing, age and size of tree and a dozen other factors influence price. The cost of specimens should always be reckoned on the basis of quality. After a high-priced tree is cheap at its price, and often a low-priced tree is expensive even as a gift. The initial cost is, in most cases, a mere trifle when compared to the later value of the specimen as a producer of fruit or beauty. Far better estimate the nurseryman and his business methods than compare or contrast his prices with those of his competitors. Such factors as trueness to name, plumpness and quantity of roots, and thoroughness of packing are beyond price.—M. G. Kains, Horticulturist.

George C. Roeding discussed the topic: "Why Not Grow Root Stocks in the United States," at the recent convention of the California Nurserymen's Association.

BUDDED ROSES

FIELD GROWN IN CALIFORNIA

Have us grow your roses on contract—it's the way to get your own selection of varieties at very low prices. We bud on genuine manetti stock. Our roses are thoroughly matured and hardened by October 1, and we ship from then until March. Soil and climatic conditions in Santa Clara Valley are ideal for rose propagation. We

have grown for the largest rose dealers in the land, and their orders increase every season. Roses from our nursery have been shipped thruout the United States, always arriving in good condition. One price for all varieties. No order too large or too small. Send us your budding list for quotation—and do it now, as our capacity is limited.

Largest growers of budded roses in the west

ELMER BROS. NURSERY

72 S. MARKET ST.
SAN JOSE, CALIFORNIA

From Various Points

Postmaster General Burleson in his annual report urges the consolidation of all mail of the third and fourth classes under one class, to be designated as parcel post, the present rate of 1c. for each 2 oz. up to 8 oz. or less to be preserved.

The Dutch Bulb Growers' Association of Holland has made a gift of 17,100 tulip bulbs to the New York Botanical Gardens in 100 varieties.

Minnesota with its 10,000 lakes has been urged to adopt the plan, proposed in Iowa, of a state park in every county. This would make much business for the Nursery Trade.

The Minnesota Horticultural Society has a membership in Minnesota of almost 5,000.

W. N. Scarff, Carlisle, O., was re-elected president of the horticultural society at the Springfield, O., meeting last month.

Asheville, N. C., business men have planned development by which the North Carolina Hort. Soc. will be put upon the plane of similar societies in Virginia, New York, Tennessee, Mississippi and Georgia.

A. C. Brownell, Portland, Ore., is vice-president of the Oregon Hort. Soc. J. B. Pilkington, Portland is a committeeman.

Edward W. Breed, Clinton, Mass., is a trustee of the Worcester Co., Mass., Hort. Soc.

1917-1918 EDITION

AMERICAN NURSERY TRADE DIRECTORY

A Few Copies May Still Be Obtained
\$1.00 per copy, postpaid

AMERICAN FRUITS PUBG COMPANY

President E. H. Smith, York, Neb., will conduct the annual meeting of the Nebraska Horticultural Society, in Lincoln, January 3-7. George A. Marshall, Arlington, Neb., will discuss the reputation of Nebraska apples.

Authority to consolidate the Bureau of Crop Estimates and the Bureau of Markets will be asked of Congress in the Agricultural appropriation bill, the Secretary of Agriculture declared in his annual report to the President.

The big returns made from strawberries at Salisbury, Md., last season has caused more farmers to be interested in the production of this fruit and a larger acreage is being prepared. Last season farmers received from \$50 to \$700 per acre from their berries. From their past experience their farmers have learned that it pays to put the best quality possible on the market.

J. E. Leverich, Sparta, Wis., is called the "Strawberry King" of Wisconsin. On his farm 564 crates of berries were picked in one day.

Earl Ferris, Hampton, Iowa, is a director of the Iowa Horticultural Society as a result of a recent election.

The pecan tree planting campaign being conducted by the San Angelo, Tex., Board of City Development is rapidly taking tangible form and already is showing some results. Many persons in the city have been informed by the board of the best places to obtain trees and a number of orders have already been placed, for the most part with Texas nurseries, for January and February delivery.

Norway Spruce and White Pine

For lining-out or retail sales.
12-18 in. XX. each, 11c. per M., 10c. per 5M
18-24 in. XX. each, 16c. per M., 15c. per 5M
Strong, twice transplanted stock.
Samples on request.

Scotch Grove Nursery, Scotch Grove, Ia.

L. R. Bryant, Princeton, Ill., is vice-president, Miles W. Bryant, Princeton, Ill., secretary, and J. A. Young, Aurora, Ill., second vice-president of the Northern Illinois Hort. Soc.

G. Hale Harrison, Berlin, Md., is the new president of the Peninsula Hort. Soc.; W. L. Allen, Salisbury, Md., is a vice-president.

George Low, Bangor, Mich., has sold his 40-acre farm for \$20,000. A few years ago he paid \$10,000 for it. Its value lies in the fact that 30-acres of it was planted to Nursery stock which has produced bearing orchards.

Announcement is made of the completion of the financing of the Burbank Gardens in Santa Rosa, Cal., in which there will be public display of many of the creations of the eminent horticultural scientist, whose home has been in Santa Rosa for fifty years.

Get My Prices

On ELM and SOFT MAPLE

Shade trees in small or carload lots.

P. E. COOK, Nurseryman

CHANUTE,

KANSAS

Help Wanted

A Nurseryman on a small Eastern Retail Nursery. State age, family, experience, and compensation wanted.

Address R. H., care of American Nurseryman, Box 194, Rochester, N. Y.

PEACH

And other seedlings in limited quantities.
Logan—Thornless Blackberries, and
Berries of all kinds.

CASH NURSERIES, Sebastopol, California

Say you saw it in AMERICAN NURSERYMAN

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

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ROCHESTER, N. Y., JAN., 1921

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Article 9 Of the Constitution of

THE AMERICAN ASSOCIATION OF NURSERYMEN

It shall be the duty of every member of this Association to report to the executive committee hereof any character of dealings on the part of the Association members not in accord with established business ethics, and the executive committee shall immediately make such investigations as will develop all facts in the case and bring their report before the next annual meeting of the Association. If, upon evidence deduced, it is proven that such members' dealings violate ethical relations, he shall be expelled from this Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf before such action is taken.

STATE SALES TO PRIVATE OWNERS

It was the purpose of the American Nurseryman in publishing the article headed "Trees at Half a Cent Each," on page 55 of the September issue, to direct attention to the practice of the Conservation Commission, of the State of New York, of selling trees at a low figure to private owners, thus encroaching directly upon the field of the Nurseryman. This is something which organized Nurserymen should take up with state legislatures. So long as trees from state nurseries were sold for planting on public grounds the Nurserymen have withheld open objection. We doubt the legality of selling by the state to private owners. At least the justice of such action may be questioned.

The bulletin issued by the New York State Conservation Commission on the very first page, states:

The Conservation Commission in order to assist land owners in reforesting, maintains Nurseries at Salamanca, Saratoga, Comstock, Central Islip, Saranac Inn and Lake Clear Junction. Trees grown in these Nurseries are sold to private owners at practically cost of production. The Nurseries contain over thirty million trees of several species.

Orders are placed upon blanks furnished for the purpose. They may be filed at any time of the year. We expect, however, that orders will be placed sufficiently early to permit necessary attention. Trees are shipped either for fall or spring planting as the purchaser desires. The exact prices fluctuate slightly from year to year, but are stated upon the order blanks.

It is stipulated that the trees shall be used absolutely for reforesting purposes; not for ornamental purposes. The purchaser must agree to plant the trees and not resell them; but we do not find any provision for penalty in case the trees are resold. With the exception of this reservation and the statement that the purchaser will make a report as to the success of the planting, "if requested by the Commission," the whole announcement is in about the form of a Nursery catalogue. The Commission offers to supply White pine, Red pine, Scotch pine, Norway spruce, European larch, White cedar, Black locust, White ash, Carolina poplar and other trees, at from \$1.50 to \$4.50 per thousand for the larger transplants. Cuttings are sold at \$1 per thousand.

UP TO THE RETAILER NOW

A correspondent, in another column, directs attention to a practice by Retail Nurserymen which demands action by organized Nurserymen. The evil referred to is just another instance of letting things run wild. The American Association of Nurserymen has recently bought some expensive machinery and has declared that it will use it for the advantage of the Trade. Our correspondent asks if some of the worst offenders in the matter he describes will be run through the hopper of this machinery at the next annual convention of the A. A. N., so that members can see the value of what they have invested in machinery—can see it operate. If the recent purchase through an advertising agency is not efficient, let's junk it and buy some more.

In the December issue of the American Fruit Grower, the editor deprecates the practice on the part of orchardists of attempting to grow their own Nursery trees, very properly arguing that Nursery stock to be of value should be produced by specialists and citing the disappointment likely to result from planting home-made stock. The matter is in line with the appeal re-

cently sent out by President Stark, of the A. A. N., urging Nurserymen to refrain from selling seedling stock to any except bona fide Nurserymen.

CONVENTION EXTENSION

The life of every convention is discussion. Without discussion the event would take on the nature of a lecture or a song recital. Listening to an address or a series of addresses or prepared papers on appropriate subjects is of value; but intelligent action, where the benefit of varied experience is essential to concerted movement, demands discussion.

Those are self-evident facts and business organizations have long practiced the drawing out of discussion at their conventions. The best conventions of Nurserymen have been those at which discussion was lively and general. There is full appreciation of interchange of opinion during three days in June each year. But there are three hundred business days in a year, on all of which questions arise that may profitably be discussed. Often opinion between two or more is expressed through correspondence, when through the medium of the Nursery trade journal, opinions of many based upon varied experience could easily be obtained—an extension throughout the year of the convention feature. Discussion time at convention might even be shortened in this way. It is with the view of encouraging year-around discussion of trade topics that the Contributing Staff of the American Nurseryman is announced. There are places on this staff awaiting any of our readers who would like to join it.

UNCLE SAM CO-OPERATING

For the benefit of any who may think the U. S. Dept. of Agriculture exists largely for the purpose of hampering the operations of Nurserymen, we direct special attention to the result of correspondence between Secretary Watson, of the A. A. N., and Dr. William A. Taylor, chief of the Bureau of Plant Industry, in regard to wheat-rust, as published in the Association Bulletin for December. Is there anything that any Nurseryman can think of which the Department in Washington has not done to conserve the interests of Nurserymen generally in this matter?

Dr. Taylor says: "Notwithstanding the efforts which the Department and the agricultural colleges are making to accurately inform the public as to the actual differences between these species, [the common and the Japanese barberry] I believe it will be well for the Nurserymen, both in their catalogs and their publicity matter, to still further emphasize this point as it is very important that it should be understood by everyone interested in ornamental plantings."

COLLECTING ACCOUNTS

The Credit and Collection Bureau of the American Association of Nurserymen last year collected accounts for members, to the value of \$9,526.96, representing profits otherwise lost. Secretary Watson says: "There must be at least some uncollected accounts on the books of every member. Why not let your Association try to get the money for you? It costs you nothing unless we succeed."

We have suggested in another column one way to stop parading of Nurserymen's shortcomings before the public. Either a national or a district Nurserymen's association is welcome to it.

BASED ON MISREPRESENTATION

In the last issue of the *American Nurseryman* comment was made on the proposal of a committee of horticulturists and gardeners, of which J. Horace McFarland, Harrisburg, Pa., is chairman to make an independent investigation of the operation of Quarantine 37, affecting the importation of Nursery stock. Further study of this proposal, in the light of interesting facts and figures presented in a letter to Chairman McFarland by Chairman Marlatt, of the Federal Horticultural Board puts our readers, as it has put us in possession of information greatly strengthening the position taken all along by this journal in regard to this government measure and the nature of the opposition to it in certain quarters.

When this journal characterized the proposal by Chairman McFarland's committee as a step in the right direction, it had in mind particularly the marked contrast in the terms in which the Quarantine was referred to, and compared with the language used in previous diatribes.

A second reading of the pronouncement over the signature of Chairman McFarland discloses unmistakable evidence that woven through it is much of practical dictation by a small group of plant importers whose interests are purely commercial. And when we say purely commercial, we are putting it mildly. The members of Mr. McFarland's committee are confessedly amateurs. Their interest and knowledge are wholly in relation to securing and enjoying ornamental and other plants. They have no full or technical information (as was hinted in our editorial in the last issue) on the subject of plant pests and the requirements necessary for their exclusion. The committee appears to have been an easy mark for what is shown to be the trickeries and misstatements upon which much of Mr. McFarland's committee announcement is based. It has been stated that a member of the committee, a most excellent gentleman, but uninformed on the subject, has been induced to finance the committee with some \$20,000 of his own money.

The statement from the Federal Horticultural Board's chairman to Mr. McFarland, published in the *American Nursery Trade Bulletin* and reproduced in this issue, clearly shows the nature of the trickeries and misstatements above referred to. Indeed, the disclosure by Dr. Marlatt of the flimsy ground upon which the committee has proposed to proceed, and of the positively misleading declarations by the committee, would seem to leave the committee in a position where it could scarcely afford to attempt to go on with its program; for confidence in it on the part of the public must have been impaired already to such an extent that the whole proposition might better be abandoned outright and a new start made, if desired. At all events, sympathy is expressed for those estimable persons and very worthy societies which have been led into a campaign on the misrepresentation of an interested clique desiring to have chestnuts pulled out of the fire.

It is unfortunate that no attempt was made to get the facts first and digest them, as can now be done, before issuing such propaganda. We repeat what we said before, that no reasonable argument can be advanced against the proposal to investigate conditions under which Quarantine 37 was deemed necessary and under which it is operating. Let all the light possible be turned upon the subject. But let misrepresentation be avoided.

A HURRY CALL

The Florists Exchange comments on Chairman Marlatt's reply to Chairman McFarland, under the heading: "The F. H. B. on the Defensive" This is as was to be expected. But if ever an individual or a collection of individuals were on the defensive, it is those who constitute Mr. McFarland's committee. It is clearly up to that committee to explain if it can. Realizing this the Florist's Exchange contradicting its headline, issues a hurry call in which it hopes that

"All horticulturists who can supply facts concerning personal experiences with Qu. 37 will immediately get in touch with Mr. McFarland's committee and unburden themselves. Mere complaints and objections are not wanted; only cold, hard figures, dates and facts of legal accuracy and inflexibility. Experiences that support the regulations are no less valuable than those that oppose them, for if, as the F. H. B. affirms, 'the really important plant producing interests of the country are in sympathy with this quarantine' we all ought to know it so that we can act accordingly, accept the inevitable and help the nation's horticulture in whatever ways it wants to be helped.

"To be quite frank, our contact with the industry has not led us to the conclusion just quoted. But we are convinced. The question, to put it briefly, and even crudely is, 'Are the horticulturists going to 'put up or shut up?'"

Our idea of "on the defensive" is the attitude of the Florist's Exchange quoted above! Our esteeme contemporary apparently has a lot of information coming to it which it seems thus far to have missed. Its editor ought to have attended the Chicago convention of the A. A. N. last June, for instance.

QUARANTINE EXTENSION

In a recent communication to Secretary Watson, of the A. A. N., in answer to the latter's inquiry, R. C. Althouse, assistant to Chairman Marlatt of the Federal Horticultural Board, says:

"In reply to your query as to whether rose stocks and fruit tree seedlings will later be added to the list of plant material already excluded, you are advised that we recognize that the introduction in commercial quantities of such material is always attended with a certain amount of danger of introducing plant pests, and if satisfactory horticultural provision can be finally made, the probability is that at such time the restrictions will be extended to such stocks. As you are doubtless aware the last Congress made an appropriation of \$20,000 for investigating, in co-operation with States or privately-owned nurseries, methods of propagating fruit trees, ornamental and other plants, the study of stocks used in propagating such plants and methods of growing stocks, for the purpose of providing American sources of stocks, cuttings or other propagating materials. To obtain conclusive results will necessarily require considerable time and there is, therefore, no likelihood of any change in this direction in the near future."

A Chamber of Commerce has been aptly described as "a voluntary organization of business men approaching the problems of a community from the business angle." It is the opinion of the *American Nurseryman*, often expressed, that this definition, with the substitution of "Nursery Trade" for "community," defines what the American Association of Nurserymen should be, and what it has been in recent years. It may help some of the conservatively inclined or those still outside the fold to reflect upon this definition and decide to throw in their lot with such an organization.

COLLEGE TRAINING

The florists are considering a proposition to establish scholarships in state colleges and other institutions that offer courses in commercial horticulture, for the practical and theoretical training of florists. This, it will be observed, is directly in line with the action by the American Association of Nurserymen which this journal boosted from the very beginning—the establishment in state colleges of courses for the training of young men in Nursery work. The plan before the florists is to use the interest on the Permanent Fund now approximately \$50,000 for establishment of scholarships.

The Nurserymen are already under way with their proposition. Conferences have been held with the faculty of the University of Illinois and of Cornell University, Ithaca, N. Y., and a committee of the A. A. N. makes announcement in another column of this issue. It is an important movement for both Nurserymen and florists.

Chairman Alvin E. Nelson of the American Association of Nurserymen committee on Nursery Training in Colleges, announces that anyone desiring to take a Nursery course may make application either to the secretary of this committee, or to the executive secretary of the Association, who will advise as to the steps to be taken. An application has already been received by the committee from a young man who has been awarded a course of university training under the Federal Vocational Act. The committee will extend every assistance in its power.

The Retailer's Surplus List

Editor *American Nurseryman*:

The open season appears to be again on, with Retail Nurseries aggressively gunning for Wholesale orders. One prominent Wholesale Nurseryman writes in, enclosing several of these "Surplus Lists," in many cases offering standard stock much below market price, and wonders why these Retail Nurserymen do not take their own medicine. The Retailer has always contended, and rightly so, that if the Wholesaler has a surplus, he should not seek other markets, especially the consumer market, but should burn his surplus, yet the minute these same Retailers have the slightest surplus of anything, they do not hesitate to get out a list at cut prices and mail it broadcast to the customers of the Wholesaler, harming his market, demoralizing prices and raising hob generally with conditions.

The Wholesaler is not in business for his health any more than is the Retailer, and has to make a living and support his family, and if he cannot market his crop one place, he will another. Yet these same Retailers are the ones that holler the loudest when they find the Wholesaler trying to dispose of a part of his stock to Parks and Cemeteries, dealers, large orchardists, etc. If the Retailer will square his own methods and practice with what he preaches, the Wholesaler will fall in line; but both must take the same medicine.

We recommend these pernicious and unfair practices on the part of the Retail Nurserymen to the attention of the Committee on Ethics of the American Association of Nurserymen. Does this Committee have the courage to investigate this situation, call some of the worst offenders on the mat, and include their findings in their report to the next meeting of the American Association of Nurserymen, in June 1921?

OBSERVER.

Dec. 24, 1920.

Along The Pacific Coast

Constructive Nursery Inspection

Com'r George W. Hecke, California.

A question which is ever before the nurserymen, and before agricultural police officials as well, is how to prevent the dissemination of plant pests and diseases on shipments of Nursery stock and at the same time cause the least possible interference with the legitimate business of the Nurseryman and the least possible expense to the state.

Nurserymen of the modern type do not need to be told that shipments of nursery stock are a prolific source of new outbreaks of insect pests and diseases, and do not need to be persuaded that it is necessary to have their shipments scrutinized by inspectors in order to prevent the dissemination of these things. As to the means for carrying out this necessary action, that it is a different matter. I admit that our present methods fall short of what is needed; this is amply demonstrated by the fact that no two states in the Union have similar methods of handling the problem, showing that agricultural police themselves are not agreed. It is only the logical thing to expect, under these conditions, that nurserymen should be somewhat dissatisfied with the situation, and should demand something better, and it is toward this end that this association, the State Department of Agriculture and the county horticultural commissioners must direct their attention.

Police work of the kind we are considering must be thorough and complete to be of any value. You can not inspect every other shipment, every other carload of nursery stock or every other truck load. Unless it is all inspected, under our present system at least, little permanent good will be accomplished, as the pests are sooner or later sure to slip through and the entire work of the past will be nullified.

In considering this problem, it is of interest to note in brief the methods pursued in some of the other states. These methods range all the way from practically nothing to the inspection of every plant before it is shipped from the nursery.

The various methods of handling the nursery inspection problem may be classified more or less arbitrarily into four groups or systems, as follows: First, those states

which have no service of this kind, or which have laws on their statute books which are not enforced. Second, those states which have a nursery inspection service which consists of an annual inspection of nurseries, more or less thorough depending on the official in charge, and for which a certificate is issued, good for one year, which states that the premises are "apparently free from dangerous pests and diseases." Third, those states which maintain a large force of nursery inspectors whose aim is to see every shipment of nursery stock, at the nursery before it is shipped, and fourth, the system such as we have in California, where a force of inspectors pass on shipments of stock at their destination.

The system in which an inspector sees and passes on every shipment of stock before it leaves the nursery as is carried on in Florida, is ideal, since it effectively prevents the spread of pests and causes the least possible interference with the nurseryman's business, but it is expensive and can be carried out only by a force of men employed by the state rather than the county, men who are not subject to local pressure or influence. The fourth system, that of inspection of every shipment at destination, is effective in preventing the spread of pests and diseases, but causes the most interference with the nurseryman's business, and is frequently a cause of considerable expense to him in the way of rejected shipments and delay. This is the system which is operative in California at the present time. It is fairly satisfactory from the standpoint of agricultural police work, but does not entirely meet the approval of the nurserymen.

The ideal system, that of inspection of all shipments of nursery stock at the point of origin, by inspectors responsible to the state, cannot be put into force in California at this time, on account of the expense to which the state would be put. We must, for the present at least, content ourselves with an attempt to so modify our present methods as to cause the least inconvenience and loss to the nurserymen, at the same

time, of course, retaining all our present safeguards.

The main criticism of the Nurserymen against the system in force in California, is, I believe, that while they exercise every care to ship only clean stock, some infested material occasionally gets by them with the result that it is condemned at destination. What we must work toward is a reduction of the opportunities for such infested material to leave the nursery. This can be brought about by two lines of action, both of which to my mind should be carried out. First, the State department should give the Nurserymen every assistance in the cleaning up and keeping clean, of their nurseries. The state should be able to inspect at least the most important nurseries once a year, not for the purpose of issuing to the Nurserymen certificates stating that the nursery is "apparently free from dangerous pests and diseases," but for the purpose of giving the Nurseryman a complete survey report of the condition of his stock so far as pests and diseases are concerned, with specific instructions as to what should be done to clean up, and also should give the nurserymen direct assistance in particularly difficult cases. This in itself, would in time very greatly lessen the number of condemnations at destination. At the same time the State Department of Agriculture should undertake a serious study of methods of treating nursery stock for disinfection, with the object in mind of being able ultimately to recommend methods of treatment which would make it safe to ship nursery stock anywhere without inspection, the treatment, of course, to be done under official supervision.

Creating the Demand

The Mitchell Nursery Co., Tacoma, Wash. directs attention to the fact that more than 20,000 Christmas packages of Paul's jam were ordered by Tacomans and the people of Southwest Washington as remembrances to Eastern friends, according to officials of the Puyallup & Sumner Fruit Growers' Canning Company announcement. Packages were sent to 28 foreign countries and many famous personages had Puyallup valley jam for breakfast Christmas morning. The movement to advertise the valley in this fashion is spreading rapidly.

Many business firms sent out packages of the jams instead of holiday greetings this year. Among this number is the Puget Sound Bank & Trust Company. This publicity will cause direct demand for plants from Nurserymen.

APPLE SEEDLINGS

IOWA GROWN

IT WILL be worth your while to try them. They matured naturally in the ground and are full of vitality. We have all grades. The Number One grade of straight and branched is especially fine. We also have a special grade for lining out to bud. Prices and samples on application.

We can also furnish

APPLE GRAFTS

SJULIN NURSERY CO., HAMBURG, Iowa.

Peach Pits

The Howard-Hickory Co.
HICKORY, N. C.

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Summer and Fall Shipping
Headquarters for Strawberry and
and Fresh Plants of all kinds. Rasp-
berries, Blackberries, Currants,
Rhubarb, Grapes, Fruit Trees,
Roses, Sturgeons, Sage for Hens,
Crates, Buckets. Catalog free. A
E. J. Palmer, Piquette, N. Y.

French Crab Seedlings

"Grown In America."

on clean soil, never before in nursery stock.
All risk of ocean freight and late arrivals
eliminated.

Seedling Growers since 1905.

Satisfaction Guaranteed.

Washington Nursery Company

Toppenish, Wash.

Strawberry, Dewberry and St. Regis Rasp-
berry plants that will please
both you and your customers. Price on applica-
tion. Also Soy Beans and Cow Peas. V. R. Allen,
Grower and Distributor, Seaford, Delaware. P. R. 56

For Sale—A NURSERY

In Western Indiana
consisting of 15 acres good black prairie
soil. Equipped with 2 greenhouses
25x40. Good trade established in general
nursery stock.

Prices reasonable. Terms Good.

ROY ATKINSON, Fowler, Ind.

Wanted for Spring, 1921

I am in the market for the following ever-
greens for lining-out:
Abies, Sietas, Cryptomeria, Juniperus Picea,
Pinus, Retinospora, Taxus, Thuja, Yucca, etc.
Two to five year plants preferred.

JAMES R. GILLIN, Nurseryman
Nov. 23, 1920. Ambler, Pennsylvania

HEADQUARTERS for SELECT

CONCORD

GRAPE CUTTINGS

CHARLES NASH, Three Rivers, Michigan

For Sale

Peach, medium and small
grades, and Everbearing
Mulberry.

Wanted

Apple, Pear, and Plum cien.
Also Grape Vines for lining
out.

SMITH BROS.,

Concord, Ga.

Grape Cuttings

Wide Choice of Varieties.

INDEPENDENT FRUIT CO.
PENN YAN, N. Y.

Wanted

Viburnum Lantana,
suitable for grading
stock. Send list of

any lining stock you may have to offer.

FRASER NURSERY COMPANY,
Post Box 217. Birmingham, Alabama

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One Month: \$2.80 in both.

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ling with exclusive trade news. Absolutely
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MEN.

9,000 Miles In Search of New Plants

At a Time When Federal Government is Charged With a "Chinese Wall Plant Policy!"

An example of the exploration and research work which the United States Department of Agriculture is doing in its search for new plants available for cultivation in this country is furnished by the recent 9,000-mile exploring trip taken by Dr. H. L. Shantz, agricultural explorer, botanist of the Office of Foreign Seed and Plant Introduction, with the Smithsonian African Expedition.

The principal purpose of Dr. Shantz's trip was to study the native agriculture with an eye for new fruits, nut plants, forage crops (especially those adapted to our South and West), new sorghums, and especially wild sorghum grasses of types similar to Sudan grass, which has proved such an important forage crop in the semiarid districts of the western part of the United States that \$10,000,000 worth of it was grown last year.

The party, which left New York July 16, 1919, sailed directly to the Cape Verde Islands off the coast of Africa, and from there to Cape Town, where they arrived August 13. From there the journey of nearly 9,000 miles was made almost entirely through the heart of Africa, sometimes 1,000 miles inland, with occasional expeditions to the coast for observations of Zanzibar and other islands, and at Lourenço Marques and Beira.

Much of the country which Livingstone painfully traveled something more than half a century ago is now open to the traveler with comparative comfort on the South African Railway. There are still fastnesses, however, where the party was compelled to go 700 or 800 miles away from any railways and often through the jungle where improved roads were unknown.

The Cape to Cairo road is still to a large

extent as much a creature of the imagination as when first conceived in the mind of the South African developer, Cecil Rhodes. Long stretches were covered by steamer, many of them primitive transportation systems, where the traveler merely bought passage, providing himself with bed, shelter, food, and even the wood with which to cook it.

The expedition has given to the Department a rather intimate knowledge of the agriculture, not only of the white but of the native tribes of the regions visited. Many of the practices there observed will doubtless prove helpful in connection with practice in this country. Dr. Shantz also formed the acquaintance of many agriculturists and men in various sections of the Dark Continent who can in the future be useful to the department by sending in plants which are desirable and which could not otherwise be secured. The direct tangible results consist of seeds or living material of more than 1,600 different species or varieties of plants, many of which have not previously been imported into the United States.

Warning To Nurserymen

With the Nursery stock shipping season well under way, Nurserymen are warned by the California State Department of Agriculture that according to law the county horticultural commissioners have the power to refuse delivery of all shipments unaccompanied by a manifest showing the contents of each shipment, the name of the locality where the contents were grown and a statement of the contents therein, together with the name of the shipper. Nurserymen should send the manifests to the County Horticultural Commissioners at the same time or in advance of the shipments in order to avoid delay in their delivery.

Reenters Nursery Business

The great demand for pear nursery stock, according to Charles T. Rawson, veteran nurseryman of Hood River, Ore., who has retired from the business, has resulted in his re-establishment of a Nursery in the upper valley. Mr. Rawson, formerly associated with Frank Stanton, now county fruit inspector, in the orchard and Nursery business, says he will devote his attention entirely to pears.

"I consider that the most of our future fruit settings in the Hood River valley," says Mr. Rawson, "will be pears. The d'Anjou is going to be the popular variety. Pears will, in most instances, replace apple trees killed or damaged by the extreme cold weather of last winter."

Trade Conditions in Virginia

Editor American Nurseryman:

We have had a fine fall for digging and shipping out and we have been busy up to the present time. We made a large sale; had to buy more than usual and at very high prices. On account of low prices for apple, cotton and tobacco collections not as good as a year ago, there is not as much inquiry for apple and peach for spring planting by commercial orchardists as there was this time a year ago. If apple in storage do not sell for good prices the most sales will have to be made in small quantities by salesmen.

W. T. HOOD.

Richmond, Va.

Nurserymen of Livingston County, New York, protest against the action of the conservation Commission in refusing permits to hunt rabbits with ferrets, declaring that the use of ferrets enables hunters to obtain the large number of rabbits, within the law, which it is necessary to kill in order to prevent great damage to Nursery trees.

Say you saw it in "American Nurseryman."

FRIEDMAN'S BEST

Tobacco Powder \$4.00 100 lb. sack
(For Fumigating and Sprinkling Combined)
Tobacco Dust, \$2.50 100 lb. sack
Fumigating Kind, \$3.00 100 lb. sack
Tobacco Stems, \$2.00 100 lb. bale

Special prices in Tons and Carload Lots.
J. J. FRIEDMAN, 285-289 Metropolitan Ave.
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Grape Cuttings

A SPECIALTY

Write for prices and instructions for planting
INDEPENDENT FRUIT CO.
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June Budded Peach

All Leading Commercial Varieties

Surplus Limited. Take Warning

Write for Trade Prices at once.

JOE SHADOW NURSERY CO.
WINCHESTER, TENN.

Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free

American Fruits Pub. Co., Rochester, N. Y.

YOU NEED --- WE HAVE

50,000 LOGANBERRY, first-class tip plants

35,000 CURRANTS, red and black, 1-yr. No. 1.

6,000 GOOSEBERRY, Oregon Champion, 1-yr. No. 1.

20,000 RASPBERRY, Superlative and St. Regis, 1-yr. No. 1.

250,000 ASPARAGUS, Six leading sorts, extra fine, 1-yr.

All clean stock, not subject to quarantine.

Shipment anywhere after Dec. 15, except Logans for Feb. shipment.

Write for prices.

Crow's Nurseries, Gilroy, Calif.

CURRANTS GOOSEBERRY THORNLESS BLACKBERRY

Also Logan, Phenomenal, Himalaya and other Berry and small fruit plants.

We supply many of the large Eastern Nurseries with their stock of the above. Why not you? We are not affected by the Government quarantine on Currants and Gooseberry. We can fill your Western orders, large or small, direct to your customer. Send for trade list.

WAGNER'S NURSERY

Pasadena, California



RID-OF-RATS

Patented, is Non Poisonous and can be used anywhere without risk of killing of house pets or injuring human beings. Eight years on the market. If your dealer don't carry it, send direct to the manufacturers.

THE BERG & BEARD MFG. CO.
100 Emerson Place Brooklyn, N. Y.
Price \$1.50 per doz. boxes; \$1.00 per lb.
(Discount quoted upon request.)
Mfrs of a very effective Gopher Exterminator

WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW
FOR THE COMING ACTIVE MONTHS

In The **American Nurseryman** Chief Exponent of the American Nursery Trade

Every Advertisement is repeated in the AMERICAN NURSERY TRADE BULLETIN, thus covering the Trade. See Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Directory of American Plant Propagators," as in this issue. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.

Trade Conditions

December 4, 1920.

Stark Bros. Nurseries,
Mr. Lloyd C. Stark, Vice-Pres.,
Louisiana, Mo.

Dear Mr. Stark: I am pleased to receive your circular letter of November 29, enclosing copy of communication written to Augustine & Co., Normal, Ill., in regard to the effort to keep fruit seedlings, etc., in the hands of legitimate Nurserymen. We heartily endorse your efforts along this line and you can depend on us to co-operate to the fullest extent.

While we do not go into the growing of fruit stock very extensively and probably never will, we will keep this matter in mind and will see that our stocks are distributed only to actual commercial Nurserymen.

We think this not only applies to fruit stocks, but to ornamental trees and plants. For many years it has been a strict law in our business here, that we shall not extend trade prices except to those actually engaged in the Nursery business. Our Wholesale Trade List composes our base, net prices, and to obtain these prices, it must be definitely and conclusively proven that they are engaged, commercially, in the Nursery business.

We issue a separate price list called Wholesale Price List to Florists and Landscape Gardeners, which prices are 50c higher than trade prices. To all others, we sell only at Retail prices, which range from 250% to 400% higher than trade prices.

Hardly a week goes by that we do not receive two or three letters from individuals, claiming to be in the Nursery business, requesting Wholesale prices. We take such letters to local parties and nearby-neighbors and Nurserymen, requesting information as to whether this party is engaged in the Nursery business, or not. We generally find out that the party is starting a private Nursery to supply his own needs, or is a Gardener for some large estate, or sometimes even a retired farmer who has conceived the idea of starting in the Nursery business. To such cases, when the evidence is all in, we usually write stating we find no evidence that he is engaged in the Nursery business and that we will send him our regular Retail catalog, and will be pleased to handle his orders on that basis. No doubt, we lose a great deal of business in the course of the year by following this policy.

We also find out that these same parties, by writing to other so-called Wholesalers, are usually able to obtain their Wholesale prices. We have always believed that the bona fide Nurseryman is entitled to full protection and co-operation from the Wholesale growers, and whether or not this policy will pay us in dollars and cents, we are determined to conduct our business along these lines.

Of course, with the fruit stock situation as it is today, with both the American and Foreign growers in position to supply the American demand, it is going to be a problem to know what to do with the surplus. If the Foreign growers cannot sell their product to regular Nurserymen, they will sell it to the consumer (for the same price) or anyone else who wishes to purchase it. On

the other hand, in the face of competition from Foreign fruit stock growers, the American growers will be very much "up against it" and will either have to go out of business or sell their product where they can.

The way this works out has been brought home rather forcibly to us the past 25 years in the ornamental line. In the five years previous to 1914, conditions reached the point where the agents or salesmen of Foreign Nurserymen used to make direct calls on the consumer trade. We know of one firm who regularly had 7 travelers in this country. Two of them called on the trade and the balance called on the private estates. Oftentimes the private Estates purchased quantities of ornamental Nursery stock at prices below what a near-by Nurseryman could purchase it for. From personal experience we know this was the situation in the Chicago district. We also know that the same conditions prevailed in the Minneapolis, Kansas City, Detroit and St. Louis districts. We were advised by a Customs official in Chicago that about 75% of the shipments of Foreign Nursery stock passing through the port of Chicago, were destined to private Estates and individuals, whereas only 25% to Nurserymen.

For some years past, we have been among the largest importers of ornamental Nursery stock in this country. We invested considerable money and capital in building up a market on such special items as Boxwoods, Bay trees, and other novelties brought in from European and Asiatic Nurseries, so that the recent embargo, so far as our pocket book is concerned, hit us the hardest of all. During all these years that we were heavy importers, however, we always had a feeling more or less, that the dependence of American Nurserymen on Foreign growers was the cause of most of the evils existing in the Nursery industry. Fortunately, the embargo came along, which, by the way, was promulgated not as a protection to American industry, but to prevent the importation of new insect pests, and diseases harmful to grain growing, forestry and horticulture. Even in a short time, a very marked improvement of conditions exists in ornamental lines today. Any Nurserymen today with a fair stock of ornamentals on hand, can feel safe that his money is invested where it will bring fair returns.

Of course, the fruit tree industry is somewhat different than ornamental lines, however, the same would hold true more or less for both, and I feel that some day, if the American growers of fruit trees could obtain their understock requirements right here in America, it would be easier to control conditions (such as you mention in your letter) and lead to better things all around.

It has been our experience, that when fundamental conditions are right, the American grower is more or less willing to listen to reason and anxious to co-operate to bring about better conditions; but your efforts will prove fruitless, more or less, when you make this same plea to the Foreign growers, as they are interested only in selling their product regardless of who buys it. Some of the leading Foreign growers will promise to do so; but they will make the sales just the same under the name of some independent or little-known firm, or

broker. Give the Foreign growers another year or so to get up steam and fruit stocks will be dirt cheap again, but you will be confronted with hundreds of new fence corner Nurserymen farmers, etc., growing fruit trees and hawking them about on your Retail market at less than Wholesale prices.

As stated in the beginning of our letter, our policy of distribution at the present time is directly in line with what you suggest, and we intend to hold to this policy as long as we continue our business.

THE D. HILL NURSERY CO.

P. S.—Last year we had 40,000 Spirea Van Houttei, lining out stock, that we failed to sell. In April a Gardener from one of the leading Estates in Ohio visited us and offered what was approximately the net trade price for 30,000 of them, which offer was refused by us, and we priced them at the Regular Retail price, and lost the order. At the end of the season, we burned up our 40,000 Spirea Van Houttei. This is only one case out of several; but it will show you that it costs us real money and courage to carry out this policy of protecting bona fide Nurserymen. Many times we feel that our bona fide Nurserymen customers do not appreciate what we are doing, as we say little about it; but still, it is the correct policy and we are going to follow it.

Louisiana, Mo., Dec. 17, 1920.

The D. Hill Nursery Co., Dundee, Ill.

Gentlemen: I am glad to have your letter of December the 4th in regard to the seedling situation, and I must say that I agree with you that the more careful the American nurserymen are as to the distribution of their seedlings, the more sure they are of a stable market for their products.

Your views concerning methods of many of the importers certainly agree with our past experiences. We are quite frank to admit that our own ideas concerning the quarantine, not only against ornamental stock, but fruit tree seedlings as well, have undergone a decided change. We must prefer to quarantine against Europe than to later have interstate quarantine, which will absolutely ruin us.

The foreign quarantine will, to a certain extent at least, keep out foreign pests and prevent inter-state quarantine. Of course, as you suggest, it will also have the effect of keeping out the ruinous competition of foreigners—who of course, have no regard for American growers.

LLOYD STARK, Vice-Pres.

The American Forestry Magazine awards the honor of having the largest shade tree in the United States to Worthington, Ind., where stands a sycamore 150 feet high with a girth of 44 feet 6 inches near the ground. The sycamore is strongly recommended for city planting as it is better able to withstand city smoke than many. Furthermore it is a quick grower and is little troubled by insect pests.

"Almost any one can have an income of a few thousand dollars a year from nut orchards, if he really cares to bring his initiative to bear upon the subject."—Dr. Robert T. Morris, New York City.

J. H. Skinner & Co., Topeka, Kansas

Offer for early Spring shipments:

Apple Trees, 2 yr. Keiffer Pears, 1 and 2 yr.
Peach, 1 yr. Gooseberries, 1 yr. Strong plants.
Grapes, 1 yr. Rhubarb Myatt's Linneas, Divided roots.

APPLE SEEDLINGS, all grades.

Black Locust Seedlings. Honey Locust Seedlings.

SHADE TREES—Ash, Elm, Maple, Sycamore, Honey Locust, American Chestnut.

Bechtel's Double Flowering Crab, all sizes. Amoor River Privet, 12-18 inches; 18-24 inches; 2-3 feet. Spirea Van Houtti, 12-18 inches; 18-24 inches; 2-3 feet; 3-4 feet.

Let us price your wants.

We Offer For Spring Trade

A considerable quantity of English Beech, Oriental Planes, Catalpa Speciosa, White Dogwoods, American Elms, Horsechestnuts, American Judas, Koelreuterias, American, English and Silver Lindens, Norway Ash Leaved, Sycamore, Silver and Red Maples, Pin Oaks, Red Oaks, Salisburias, Lombardy Poplars.

Many of the above can be supplied in heavy caliper. Write for particulars and prices.

The Rakestraw-Pyle Co.,

KENNETT SQUARE, PA.

HILL'S CHOICE EVERGREENS

SPRING 1921

NOTE—Prices quoted below are for actual Nurserymen only

COMPLETE ASSORTMENT OF EVERGREENS

o Indicates Seedlings or cuttings.
Each x indicates one transplanting.

Variety	Size Inch	100	1000
Arbor Vitae Amer...	6-8	\$ 3.50	\$ 18.00
"	8-10	4.00	25.00
"	10-12	10.00	90.00
"	12-18	12.00	110.00
"	18-24	18.00	170.00
"	24-36	20.00	
"	Comp'ta x	6-8	15.00 120.00
"	"	12-18	40.00
"	Dg. Gold x	12-18	60.00
"	Dg. Pyr. x	12-18	50.00
"	Hovey's x	6-8	15.00
"	Peabody's x	6-8	17.50
"	Pyramidal x	8-10	13.50 125.00
"	Siberian x	6-8	13.00 120.00
"	Tom Th'b x	6-8	15.00
"	Wood's x	6-8	12.00 100.00
Blota Chinese	o	4-6	3.50 25.00
Fir Balsam	o	4-6	4.50 30.00
"	"	6-10	15.00
"	"	10-12	18.00
"	Concolor	12-18	30.00
"	"	18-24	40.00
"	Douglas	o	4-6 3.50 20.00
"	"	6-8	4.00 25.00
"	"	8-10	9.00 80.00
"	"	10-12	20.00
"	"	12-18	25.00
"	"	18-24	30.00
Hemlock	x	6-8	13.50 125.00
"	"	8-10	15.00 140.00



The growing of young Evergreens and Deciduous stock in small sizes, suitable for lining out in nursery row, has been a specialty with us for over half a century. All stock strong, healthy and well rooted. Send for complete trade list.

Variety	Size Inch	100	1000
Junip. Canadensis	o	4-6 \$ 5.00 \$ 40.00	
"	o	6-8 6.00 50.00	
"	xx	10-12 40.00	
Communis	o	4-6 4.50 40.00	
"	xx	18-24 35.00	
"	xx	24-36 50.00	
Horizontalis	o	4-6 3.00 75.00	
"	x	6-8 20.00	
"	xx	10-12 30.00	
Scopulorum	o	4-6 15.00	
Virginiana	o	4-6 3.00 20.00	
"	o	6-8 4.00 25.00	
"	xx	10-12 15.00 140.00	
"	xx	12-18 20.00	
"	xx	18-24 25.00	
"	xx	24-36 35.00	
Larix European	o	10-12 3.50 20.00	
Pachysandra Term.	x	4-6 6.00 50.00	
Pine Austrian	o	4-6 5.00 35.00	
"	xx	8-10 15.00	
"	xx	10-12 20.00	
"	xx	12-18 25.00	
Mugho	xx	8-10 23.50	
"	xx	10-12 23.50	
"	xx	12-18 40.00	
Jack	o	4-6 2.25 12.00	
"	o	10-12 2.75 17.50	
"	xx	12-18 15.00	
"	xx	18-24 20.00	
Ponderosa	o	4-6 2.50 15.00	
"	xx	12-18 20.00	
Scotch	o	4-6 2.50 15.00	
"	o	6-8 3.00 16.50	
"	xx	12-18 17.50	
"	xx	18-24 22.50	
"	xx	24-36 27.50	
White	o	4-6 2.50 15.00	
"	o	6-8 3.25 17.50	
"	xx	12-18 12.00	
"	xx	18-24 20.00	
Spruce Black Hill	o	4-6 5.00 35.00	
"	xx	6-10 15.00	
"	xx	10-12 25.00	
"	xx	12-18 30.00	

Variety	Size Inch	100	1000
Colo. Blue	o	4-6 \$ 5.25 \$ 37.50	
"	x	6-8 10.00 90.00	
"	xx	10-12 27.50	
"	xx	12-18 35.00	
"	xx	18-24 45.00	
Engelman	o	4-6 4.50 30.00	
"	xx	6-10 15.00	
"	xx	10-12 25.00	
Norway	o	6-8 2.75 12.50	
"	o	8-10 3.50 20.00	
"	x	6-8 5.00 40.00	
"	xx	10-12 11.00 100.00	
"	xx	12-18 15.00 140.00	
"	xx	18-24 22.50 210.00	
White	o	2-4 3.00 20.00	
"	o	4-6 4.00 25.00	
"	x	6-8 8.00 70.00	
"	xx	10-12 17.50	
"	xx	12-18 22.50	

DECIDUOUS TREES AND SHRUBS

Variety	Size Inch	100	1000
American White Ash	6-12	\$ 1.00 \$ 4.00	
"	12-18	1.25 5.00	
American M. Ash	10-12	2.50 25.00	
"	12-18	4.50 35.00	
Black Walnut	12-18	2.50 15.00	
Red Oak	10-12	5.00 40.00	
American Linden	8-10	4.00 30.00	
"	12-18	5.00 40.00	
Japanese Barberry	6-8	3.50 25.00	
Snowberry	10-12	5.00 40.00	
Lilac (Vulgaris)	4-6	4.50 25.00	
"	6-8	5.50 35.00	

JAPANESE BARBERRY

Variety	Size Feet	10	100
Berberis Thunbergii	1 1/2-2	\$ 2.50 \$ 20.00	
"	2-3	3.00 25.00	

50 of same variety and size at 100 rate.
500 at 1000 rate.

The D. Hill Nursery Co., Inc.

Evergreen Specialists Largest Growers in America

DUNDEE, ILLINOIS

Box 402

Terms—Cash with order or before shipment earns 3 per cent. disc. and free boxing. C.O.D. orders will be shipped where 1-3 cash is remitted in advance. Charge account will be given on receipt of satisfactory references.

Trade Conditions

Wildcatting In Mississippi

The necessity for the recent action by the Southern Nurserymen's Association in the matter of unaccredited handlers of Nursery stock is shown further by the Jackson, Miss., Clarion-Ledger which says:

According to officers of the State Plant Board of Mississippi and the horticultural extension division at Mississippi Agricultural and Mechanical College wildcat and unaccredited handlers of nursery stock, are continuing to infest the state. This traffic continues despite the adverse publicity which is being given business.

According to Prof. A. B. McKay, head of the department of horticultural instruction and extension, scarcely a day passes that does not bring information relative to some additional victims of these alleged fruit tree and nursery-stock pirates and buccaners. As stated, these so-called nursery experts, or fakers are about as smart as their kind of human specimens usually are. They take care not to infest the cities and large community centers, but ply their questionable trade with peoples in the interior armed with alluring and attractive plans and "contract" forms of the most glittering and specious character. Having selected their prospects and territory to suit the purposes of their trade, these fellows offer such glittering proposals, prospects and promises, with alleged "guarantee" as to present good bait for the unwary and credulous.

The farmers and nurserymen of Mississippi, as stated by Prof. McKay, should profit by the costly experience of those who have been victimized, and either consult their county agents, or if their county does not support or carry a demonstration agent, then communicate directly with the horticulturists and plant board specialists at this Station.

Apropos of the above, D. W. Grimes, state nursery inspector, has issued the following for the information of county agents:

"When you make up orders of nursery stock for people in your county, please send the nursery filling the orders, the name and address of each person who is to receive stock, and an exact list of plants each person is to receive. The nurseries are required to attach a Mississippi certificate tag to each individual order, and then send us copies of invoices covering shipments. Each invoice must show the number of the certificate tag or permit used. It is only by following this plan that we can keep up with all nursery stock coming into the state."

Cultural Topics

Spraying In the Nursery

Spraying for scale or similar insect pests requiring the use of a contact insecticide, is often ineffectual when plants are in foliage, because a solution strong enough to kill the pest will destroy the leaves. The foliage also prevents the spray from reaching all parts of the branches. Now that the leaves have fallen and before cold weather comes to hamper the work, is a splendid time to do all spraying. Whether it be with whale oil soap, kerosene emulsion, lime sulphur or the several good commercial insecticides, choose your favorite solution and go after the pests. If you have any severe cases of infestation, grub out the stock and burn it, for one spraying may not clean it and the nursery is no place for a plant hospital so far as infectious insect pests and diseases are concerned. Customers who see infested stock may underestimate your skill as a plantsman, or doubt that you are really using methods of extermination. After cutting out the worst cases, spray where you find traces of scale. Look sharply after plants most subject to infestation, but when in doubt, "spray!" A clean bill of health is just as important for the nurseryman as anyone. A rumor to the contrary spreads quickly and may destroy the reputation of a lifetime making.—Samuel Newman Baxter, in Florists' Exchange.

Legislation

"The plant quarantine act of Aug. 20, 1912, needs amendment in one important particular," says Secretary of Agriculture E. T. Meredith. "At present it is difficult for employees of the Federal Horticultural Board, which is responsible for the administration of the law under the direction of the Secretary of Agriculture to prevent the movement of infected and infested plants and plant products from one state to another when they are carried in private conveyances. The employees of the Board, therefore, should be authorized to examine vehicles and other means of transportation not now covered by the terms of the act when there is good reason to suspect that they are being used for the movement of products in violation of the law and the regulations issued under it."

Increased import duties on certain seeds, and certain changes in the paragraph specifying the duties on flowers and bulbs, are provided for in a bill which has been introduced in the house of Representatives by Congressman White of Kansas, to amend Schedule G of the tariff law.

Mr. White's measure would amend paragraph 210, imposing duties on orchids, palms, and other decorative or greenhouse plants and cut flowers and bulbs, by eliminating that provision under which mature mother flowering bulbs imported exclusively for propagating purposes of the paragraph would be changed to 214.

Paragraph, No. 211, dealing with stocks, cuttings or seedlings, would be changed to No. 215, and the rate of duty on stocks, cuttings or seedlings of Pear, Apple, Quince and the Saint Julien Plum, three years old or less, would be increased from \$1 to \$2 per 1000 plants; the duty on stocks, cuttings and seedlings of all fruit and ornamental trees, deciduous and evergreen shrubs and vines, and all trees, shrubs, plants and vines, commonly known as nursery or greenhouse stock not otherwise provided for, is increased from 15 to 25 per cent ad valorem.

REFERENCES TO QUARANTINE THIRTY-SEVEN ABSOLUTELY UNJUSTIFIED

[From the December 1920 Issue of the American Nursery Trade Bulletin]

Chairman McFarland's Investigating Committee Away Off the Track—"Chinese Wall Plant Policy for America" a Dream, Punctured the Very First Year of the Quarantine by 311 Federal Permits Covering 10,870,531 Plants To Be Brought Into the United States from Abroad—More Than Could Be Found Abroad for Entry—Actual Importations Reached Only One-Fifth of What Was Permitted—In First Part of Second Year Permits Have Been Issued for Entry of 3,969,506 Plants, Only One-Ninth of Which Have So Far Been Obtained—"Chinese Wall Plant Policy" a Joke In the Face of These Figures—Twenty Permits Authorized for Leading Botanic Gardens; 15,000 Plants Already In—Plants Imported Under the Quarantine Now Growing in Twenty-one States and the District of Columbia, Forming the Basis for Supplying Home Grown Stock, Building Up an American Horticulture—What Cause Is There To Fight Conservative Work of This Kind?

J. Horace McFarland, Chairman,
Committee on Horticultural Quarantine,
Harrisburg, Pa.

Dear Mr. McFarland:

I have just read in the Florists' Exchange for November 13, 1920, the first report of your Committee on Quarantine 37. This report is described as temperately worded and I find nothing in it which would indicate that the bounds of decorum and politeness have been passed in any way! I regret, however, to note that the report as a whole is so drawn as to convey to the public an impression which the facts do not warrant—the same sort of impression, in other words, that the opponents of the quarantine attempted to make widespread when the quarantine was first promulgated. At that time there was perhaps more justification, because the quarantine was not so well understood. Certainly there is no justification at this time for statements which are misleading if not absolutely incorrect.

To be more explicit, the argument as a whole conveys the idea that the special restrictions on entry, including the requirement of forwarding to Washington for inspection, is of universal application. In point of fact, the restrictions objected to apply only to the plants imported under special permit under Regulation 14 and, as you know, do not apply to the great mass of plants imported, such as bulbs and fruit stocks, rose stocks, etc., which this year, as well as in previous years, have constituted the bulk of foreign plant importations. Furthermore, no point is made of the fact which has been explained and is thoroughly understood, that the sending of this material to Washington is based simply on the poverty of the Department. The Board has been perfectly willing and has endeavored to get such support as would enable it to establish properly equipped and officered inspection established at the main ports of entry, and in fact funds for that purpose are now included in the estimates to be submitted to the next Congress. In other words, this difficulty, which is one of the principal points complained of, is not one of intention on the part of the Board, but simply one of necessity due to the fact that funds have not been available to maintain such inspection establishments and officers at several ports of entry. Our available funds have been utilized in maintaining one office and inspection force and until funds are available for desirable extensions, this limitation must necessarily continue.

The chief objection, however, to the report is the old argument which runs through it that the action of the Department under this quarantine is going to create a horticultural and floricultural desert in America and will prevent America from getting any plants not now available in this country, or any of the new creations of foreign origin. This idea is adroitly brought out in several places in this report, notably, for example, in the following paragraph:

"It is confidently believed that those who are opposed to a Chinese Wall plant policy for America, who think that we are entitled to other plants which may be discovered anywhere as valuable to us as have been the Apple, the Lilac, the Potato, and countless other familiar but exotic plants in use today, will aid the work of this committee in contributions and in effort."

It is similarly brought out in the statements that botanical gardens have "been either stopped or disastrously checked in so far as such operations (research) are dependent on plants obtained from beyond the borders of the United States." These and similar statements are absolutely unjustified by the facts.

To illustrate the liberal use made of the special permit for the importation of plants otherwise prohibited, the records of the Board show that no less than 311 such special permits were granted in the first year of the quarantine, ending June 30, last. The plants covered in these permits, including bulbs, ornamentals, roses, orchids, herbaceous plants, etc., totaled 10,870,531. Importations of plants were actually made under 197 of these permits, representing total importations of 2,093,753 plants. The discrepancy between the amounts authorized and the amounts actually imported may be explained by the fact that the permittees asked for the maximum amount which they felt they needed and in most cases they were not able to secure the amounts which they had requested, and a good many permits have been granted under which no importations have been made. For the portion of the second year which has already elapsed, namely, from July 1, 1920, to November 20, 1920, 191 additional special permits have been issued authorizing the importation of 3,969,506 plants. Under 51 of these permits importations have already been made, totaling 415,392 plants. That does not look like "A Chinese wall plant policy for America."

Twenty permits have been requested and authorized for the leading botanic gardens of the country. Many of these were for specialties which have not yet been imported but the Missouri Botanical Garden, for example, has imported upwards of 15,000 plants under special permit, and four other importations have been made under these permits by botanic gardens. The other permits are still outstanding.

The Board has adopted a policy of great liberality with respect to these permits, practically always authorizing the quantities which were asked for in the request for the permit, the point of view of the Board being that it wished to afford every reasonable means for the introduction of all plants not available in this country and in quantities sufficient to establish reproduction enterprises on a scale that would meet any legitimate commercial needs. The only requests which have been refused have been those asking for permits for the importation of plants which are known to be abundantly available in this country.

The large quantities of plants which have been imported under these permits are now being grown in 21 different states and also in the District of Columbia. These importations are the basis for the development in this country of stocks of plants which have hitherto been imported and have already, or will within a few years go very far toward supplying home grown stock in places of stock formerly secured from abroad. This action is building up horticulture and floriculture in this country in the most constructive and permanent way, and at the same time is accomplishing the object of the quarantine, i. e., elimination of the danger which has hitherto been a continuing and heavy one in connection with the entry of foreign plants.

In addition to this, much material which was formerly imported is now being produced from available stocks in this country with the same beneficial results, namely, the strengthening of American horticulture and floriculture and the elimination of risks

hitherto run on importations. The contact which this Board has had with the prominent plant propagators of this country through the enforcement of this quarantine and the control of these importations under special permits leaves the Board very strongly of the impression that the really important plant producing interests of the country are in sympathy with this quarantine. Certainly no backward step can now be taken by this Department.

I regret very much that your Committee has not seen fit to consult with the Board prior to issuing such a statement.

Yours very truly,

C. L. MARLATT, Chairman of Board.

P. S.—A copy of this letter has been sent to the other members of the committee for their information and to the Florists' Exchange.

Piffle and Pots

Under the above heading Julius Roehrs Co., Rutherford, N. J., advertise boldly over their own name, without fear that someone may take exception to their expression of sentiment on Quarantine 37; as follows:

"How all of us (most all of us) did howl when that quarantine order or foreign stock was sprung. Some are still meowing, but most of us are beginning to see it's a blessed good thing.

Take pot-grown Grape vines, for example. There used to be a lot of piffle afloat about how they couldn't be grown in this country, which was about as sensible as to say a wheelbarrow couldn't be run backward.

Along with a number of other growers, we have been able to produce some of just as fine stock as ever came across. It is ready now for immediate shipment. Both planting and fruiting canes. Gros Colman, Black Hamburg, Madresfield Count, and other favorites.

Made Possible by Quarantine 37

The California Association of Nurserymen in convention at Fresno, Nov. 11-13, passed a significant resolution, of which the following relating to express classification, is a condensation:

Whereas, The Federal Horticultural Board, acting under an Act of Congress known as Plant Quarantine No. 37, has created a permanent embargo on the importation of trees, shrubs and plants from foreign countries, (for the protection of the agricultural and horticultural interests of the United States from insects and fungus diseases) which embargo has necessitated and stimulated the growing of these products within the United States, making possible the expansion of this industry; and,

Whereas, This expansion is largely increasing the movement of a commodity heretofore considered inactive, and seemingly not fully understood or realized by the express companies; therefore,

Be it Resolved, That in view of these facts the California Association of Nurserymen in Convention assembled at Fresno, November 11, 12 and 13, 1920, feels convinced that the future of this new industry, made possible by the said plant Quarantine 37, will be seriously impaired by any change in the present classification, hence earnestly petitions that no re-classification be permitted.

J. D. Meriwether, Chairman; E. B. Washburn, Fred H. Howard, George C. Roeding, Roy F. Wilcox.

When writing to advertisers just mention American Nurseryman.

E. P. BERNARDIN**Parsons Wholesale Nurseries**

Parsons, Kansas

ESTABLISHED 1876

Specializes in

AMOR NORTH AND VUGARIS,
Privet. EARLY HARVEST B. B.
Root grown. BUNGEII 2 and 3 year
heads. SHADE TREES. Large stock
all sizes.

ORNAMENTALS. Grown for land-
scape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and
Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches.
Nice block of transplanted American Elm,
1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

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You Believe This**SO DO WE**

The buyer of nursery stock, wherever he
lives, is entitled to just as good trees or
plants as if they were to be passed upon by a
competent official State Inspector.

The same is true when one nurseryman
buys of another.

Yours for "Growing Satisfaction."

NEOSHO NURSERIES CO.,

NEOSHO,

Missouri.

Special for Spring

Cornus Elegantisima, 2-3 and 3-4 ft.

Also Shrubs and Herbaceous Plants
in good assortment.

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ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.

Evergreen and deciduous trees.

Sturdy, choice stock that can be depended upon.

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SCARFF'S NURSERY HEADQUARTERS FOR SMALL FRUIT PLANTS

1200 Acres. "At It 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased
to submit prices on your want list.

Strawberries Blackberries Iris Spirea Asparagus Hardwood Cuttings
Raspberries Dewberries Privet Rhubarb Horseradish Volga Poplar

See wholesale list before placing your order

NEW CARLISLE,

W. N. SCARFF & SONS

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Make Yearly Contracts Now**For Trade Publicity in**

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(Juniperus Virginiana)

Hill's Platte River Type—Very Uniform
Pyramidal Habit—Dark Green

Size.	100	1000
4-6 inch o	\$ 3.00	\$ 20.00
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10-12 inch xx	15.00	140.00
12-18 inch xx	20.00	190.00
18-24 inch xx	25.00	240.00

o—Indicates seedlings never transplanted.

Each x indicates one transplanting.

THE D. HILL NURSERY CO., Inc.

Box 402

Dundee, Illinois

STOCKS

ROSA CANINA, 3-5, 5-7, 7-12 m/m
APPLE STOCKS, 3-5, 5-7, 6-10, 7-12
m/m

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QUINCE, 6-10 m/m

RED and BLACK CURRANTS,

2-3 branches

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Ask for our lowest prices

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Sappemeer,

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June Budded Peach Trees

All leading commercial sorts.

1 yr. Apple. Strawberry Plants

Large supply, write us.

Chattanooga Nurseries, Chattanooga, Tenn.

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300000 one and
two year, 10 in. to
3 ft. Extra strong
1 and 2 yr. for retailing and lining out. Some
XX heavy tops and roots. Satisfaction in all
grades. Superior to general stock, grown
thin, so much stronger roots. It is not the
cheapest, but the best. Get particulars be-
fore purchasing elsewhere.

CHARLES BLACK, Hightstown New Jersey

NATIVE BROAD-LEAVED**EVERGREENS**

Ornamental Trees,

Shrubs, Vines, Woody and Herbaceous

Plants of the Blue Ridge Mountains

Collections to Order in Carload Lots a
Specialty.Correspondence solicited from large planters
Ask for Price List.**E. C. ROBBINS, PINEOLA,**

Avery County,

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Box-Barberry Bordered Garden

Box-Barberry

Summer frame grown and
well rooted

\$45.00 per 1000

Ten samples sent post-paid at 1000
rates. Send stamps or money order

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Ovalifolium x Ibota

THE NEW

Hardy Hedge

RESEMBLES CALIFORNIA

Hardy as Ibota



Pre-offer of stock for propagating

2 yrs. 2-3 ft. - \$2.50

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Frame - - .50

In storage.

Surplus, American Hemlock

" Japan Iris

" Pin Oak

" Japan Yew

The Elm City Nursery Co.

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NEW HAVEN, CONN.

Introducers of Box-Barberry and
Ibodium Privet

WESTERN ASSOCIATION OF NURSERYMEN

Following is the program for the thirty-first annual meeting of the Western Association of Nurserymen, January 26-27, at Hotel Baltimore, Kansas City, Mo.:

Wednesday Morning

1. 10:30—Call to Order.
2. Appointment of Doorkeeper and Registrar.
3. Applications for Memberships.
4. Arrangements for Noonday Luncheon.
5. Reading of the Minutes.
6. Appointment of Committees.
7. The President's Address.
8. Trade Conditions—Three-Minute Talks by Members from Each State Represented. The President will call for these reports.
- 12:30—Adjournment for Noon Luncheon.
- Afternoon Session, 2:00 p. m.
9. Lantern Slides—Secretary John Watson, of the American Association will be present with interesting lantern slides which will be shown at a convenient time during the session.
10. The Fruit Tree Stock Situation in France and Holland.
E. S. Welch
11. Salesmen, The Greatest Asset to the Nursery Business.
M. R. Cashman
12. A Talk on Transportation, Overcharge and Loss and Damage Claims.
Charles Sizemore, Traffic Manager, American Association of Nurserymen
13. Cutting the Claws of the Wild Cat Tree Dealer.
John Fraser, Jr.
14. Employers Liability.
M. M. Poindexter, Sherman & Ellis Service, Kansas City, Mo.
- Thursday
15. Activities of the Vigilance Committee.

16. The Association Program of Policies and Publicity.
John Watson
17. Address.
Dr. C. L. Marlatt, Chairman, Federal Horticultural Board, Washington, D. C.
18. What the Kansas Experiment Station is Doing for the Development of Horticultural Interest.
Dean F. D. Farrel, Director Kansas State Agricultural College, Manhattan, Kansas.
19. Address.—Nurserymen and the Industrial Development of Kansas.
Chancellor E. H. Lindley, University of Kansas, Lawrence, Kansas.
20. Upon What Basis Should Retail Prices be Figured?
Earl Needham, Des Moines, Iowa.
C. G. Marshall, Arlington, Nebraska.
21. General Discussion.—The Chair will call upon members for three-minute talks.
 1. Future Trade Conditions
 2. Supply and Demand.
 3. Prices for Another Year.
 4. Quantity of Stock in the Country.
 5. Labor Conditions in General.
22. Holding Up Prices During Readjustments, So That Nurserymen Can Operate at a Reasonable Profit.
Lloyd C. Stark, Louisiana, Missouri.
23. Has Any Member Anything Further on His Mind?
Here is an opportunity for you to bring up any subject that has not already been discussed.
E. P. Bernardin, Parsons, Kan., is president; E. H. Smith, York Nebr., vice-president; George W. Holsinger, Rosedale, Kan., sec-treas.

Tree Lore

Why Is a Tree?

TO promote more intimate knowledge and greater familiarity with trees—their species and their varieties—would in the writer's estimation, foster and encourage tree planting in general—for shade and landscape in the home door-yard as well as in public grounds and on highways.

To altogether too many people, trees are "just trees," and, just because of that fact there is manifested so much lack of discretion in the selection of trees, if planted, and for the same reason many others that otherwise would be, are not planted at all, and much interest that should prevail, is lacking.

To properly appreciate trees one needs to know them—be acquainted with them—much as we are acquainted with people. Only by an intimate acquaintance with trees can we select, for our friends, the most desirable ones.

All trees are useful and have their places—their places, in many cases are the forests, where they sprang up.

In choosing trees to plant, for comfort and beauty, our objective should be, to plant with a view to the maximum efficiency and satisfaction, and a minimum of disappointment—whether to us or to generations unborn.

Longevity is probably the most salient property of a shade or ornamental tree.

Strength—ability to resist destructive wind storms—is second only to long life.

Next, in the scale might be placed, beauty; beauty of a tree is made up of, first, its structure; (a) character and habit of branches; (b) smoothness of bark; substance and habit of foliage—comparative earliness of vegetation and lateness of defoliating in autumn. And, lastly, habit of root system, is an important consideration.

Rapidity of growth and early maturity

should never be a deciding factor—early maturity spells early decline.

A Carolina poplar is old and decaying when an oak is in its prime.

To feel and say that one of the shorter-lived species "will last as long as I live," is to take a very narrow and most selfish view.

Our constant aim and earnest wish should be to leave this world a better place to live in for those who come after us, just as our forebears handed it down to us, a better place than they found it; and we cannot do this by having only our own narrow self in mind.

Then, it is only by becoming intimately acquainted with trees that we can select wisely the trees to plant.

A shade tree is, and should be, considered, a permanent fixture. It is as permanent as the house we build, or even more permanent.

It is to be regretted that American Nurserymen do not avail themselves of the opportunity they have through their catalogues, to more thoroughly acquaint their customers with the virtues and habits of trees.

Catalogue descriptions tell only the good points of a tree, and, at that make no comparative estimate of the value of different species and their several varieties. The ambition of propagators seems to be to sell all. Unfortunately, the least desirable and really worthless trees are the most readily propagated—trees that should be eliminated from planting lists, and, what the nurserymen have on hand should be put on the brush-heap.

The writer has in mind such trees as: Carolina poplar, ash-leaved maple with its many high sounding names; catalpa speciosa and horse chestnut. When the Carolina poplars still standing in my town have all been eradicated, as they will be shortly, it will have cost to remove them, with the cost already incurred, more than a thousand dollars. But that expense is the smallest feature of the loss. The greater item is

the fact that all the time they were growing has been lost. Had the planter—they were mostly planted by one individual—a real estate promoter—been informed as this article tries to show he should have been, he would never have planted a single tree of that species. The writer feels justified in saying this because he knows the man is absolutely honest, and would not have lent himself to scheme to deceive and disappoint prospective property buyers. It should not be necessary to further confirm the abject worthlessness of the Carolina poplar; suffice it to call attention to the fact that some municipalities have passed ordinances prohibiting the planting of this counterfeited of a tree. To say that "the tree grows fast" is only to remind one that the planter's or owner's problem will confront him all too soon. Had this same planter selected instead any one of the varieties of oak, the American elm, sugar or Norway maple, European beech, Oriental plane, white ash, or magnolia, his properties would today be worth, at a conservative estimate, several hundred thousand dollars more and he would have spared his prospective buyers and present owners oceans of trouble and anxiety.

It's one thing for a catalogue publisher to "tell the truth" but it's quite another thing for him to "tell the whole truth."

If the writer has made his position clear, and, the lesson he has tried to teach, will "sink in," then he may be justified in feeling that this article has been worth while, and, that, in the not distant future catalogues will describe trees honestly—fruit trees as well as shade trees. Policy if not principle, should impel these publishers to tell "the whole truth."

C. F. BLEY.

Lectures on Landscape Gardening—A despatch from DuQuoin, Ill., says: Harry Lancaster, president of the Chamber of Commerce, is in receipt of a letter telling him that Stark Brothers Nursery Company is to have a man here on Monday night, August 9th, for the purpose of giving a lecture on landscape gardening and architecture.

The lecture will be given in the Majestic Opera House on the coming Monday evening, beginning at about eight o'clock. No admission will be charged, as the company sending out the lecturer is bearing all expenses.

What is thought to be the largest apple tree in Montgomery county, Indiana, if not in the state, is on the farm of W. A. Krout, one mile east of Alamo. The trunk measures 107 inches in circumference and the branches have a spread of 107 feet. The tree was planted ninety years ago by William Derron. It is one of the Vandever variety, in healthy condition and is still bearing.

The offices of Alex. Dickson & Sons, the famous rose raisers of Newtownards, Belfast, were completely burned out on Nov. 21. Many valuable records and documents, impossible to replace, were destroyed, including the register containing the whole of the orders awaiting execution.

A new variety of apple is ready for propagation in Iowa, according to announcement by the experiment station at Ames, Ia., that scions will be distributed to anyone who applies for them. "We have been working for fifteen years to get a variety of apples which will be hardy and meet the Iowa climate and give a good fruit of a marketable size which can be grown anywhere in the state," said Prof. S. A. Beach, who is in charge of the work. "We started with only a few seedlings and at present have nearly 40,000 planted and expect to plant 10,000 more next spring."

The Chowchilla Nursery Co., F. A. Year, manager, is a new California concern, with grounds three miles from Chowchilla, specializing at present in Thompson Seedling grapes of which it has 700,000 vines.

ALL GRADES OF Apple Seedlings

(French Crab Seed)

Apple Grafts

(Good assortment of varieties)



M. L. TAYLOR

PERRY,

Kansas

Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



BUSINESS announcements in this Chief
Exponent of the American Nursery
Trade reach every nurseryman culti-
vating ten acres or more in every State
in the Union. The only publication of the kind.
Loyal to the best interests of the trade and lead-
er in movements which have characterized trade
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COMMITTEE LIST

American Association of Nurserymen

Appointed by President Lloyd C. Stark
For the Year 1920-1921

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Wm. Pitkin, Rochester, New York.
James M. Pitkin, Newark, N. Y.
John H. Dayton, Painesville, Ohio.
J. R. Mayhew, Waxahachie, Texas.
C. R. Burr, Manchester, Conn.
A. E. Robinson, Lexington, Mass.
Geo. C. Røeding, Fresno, California.
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Michael R. Cashman, Owatonna, Minnesota.
S. W. Crowell, Roseacres, Miss.
E. W. Chattin, Winchester, Tenn.
Thos. Wiggins, Toppenish, Wash.
Ralph Lake, Shenandoah, Iowa.

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J. Edward Moon, Morrisville, Pa.
Earl D. Needham, Des Moines, Iowa.
E. E. May, Shenandoah, Iowa.
W. C. Harrison, Painesville, Ohio.

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Frank H. Stannard, Ottawa, Kansas.
J. H. Dayton, Painesville, Ohio.
E. S. Welch, Shenandoah, Iowa.

Vigilance:

Paul C. Lindley, Chairman, Pomona, N.
E. H. Smith, York, Nebr.

FOR LEADERS TO NOTE

"Our organization should be founded upon the desire to render public service as much as for mutual helpfulness and protection."—President J. E. Bergholdt, California Nurserymen's Association. (Page 13 this issue).

For preaching that sound gospel the American Nurseryman drew upon itself a resolution of censure by a district organization of Nurserymen—and the resolution has not been rescinded!

Every individual corrective action by organized Nurserymen under the A. A. N. Trade Mark thus far has had to do solely with the last clause of President Bergholdt's assertion quoted above!

Henry Chase, Chase, Ala.
Paul C. Stark, Louisiana, Missouri.
J. R. Mayhew, Waxahachie, Texas.
A. E. Robinson, Lexington, Mass.
E. M. Sherman, Charles City, Iowa.

Nomenclature:

Harlan P. Kelsey, Chairman, Salem, Mass.
J. Horace McFarland, Harrisburg, Pa.
Dr. Frederick V. Coville, Botanist, U. S. Dept. Agriculture, Washington, D. C.

Relations with Landscape Architects:

Thomas B. Meehan, Chairman, Dresher, Pa.
Theo. J. Smith, Geneva, New York.
Richard M. Wyman, Framingham, Mass.
Edward G. Greening, Monroe, Michigan.

Courses of Nursery Training in Agricultural Colleges:

Alvin E. Nelson, Chairman, Chicago, Ill.
Henry Hicks, Westbury, New York.
Theodore F. Borst, 15 Beacon St., Boston, Mass.
Ralph T. Olcott, 39 State St., Rochester, New York.

Booking Many Orders

Winchester, Va., Dec. 17.—Local and out-of-town representatives of nursery firms report having booked large numbers of orders for commercial apple trees, to be delivered within the next 60 days. Most of the varieties selected are those which have been found well adapted to the local soil, York Imperials leading, followed by Ben Davis, Stayman Wiesaps, Delicious, Jonathans, Grimes Golden and similar varieties. Indications are that large areas will be planted in new orchards early next spring.

Bud Selection Results

General Manager Powell, of the California Fruit Growers Exchange, says that A. D. Shamel, physiologist in charge of the Federal Bureau of Plant Industry's investigation of fruit improvements, Riverside, Cal., has added a million dollars a year in value to California's citrus crop by his evolution of the pedigreed orange, lemon and grape fruit trees. A writer in the Country Gentleman says:

"In a four-year record of a certain Washington navel grove containing variable trees the highest-producing trees bore an average of 4.73 packed boxes a tree while the lowest off-type trees yielded an average of 0.76 of a packed box. On an acre basis at the rate of planting in the performance-record plot, this yield amounted to 378.6 boxes an acre for the best trees and sixty-one boxes an acre for the lowest producers. Figured on the basis of the actual prices obtained during the four-year period of observation, the yield from the high-performance trees was worth \$636.05 an acre annually; that from the drones and clowns just \$100.04."

The Jem Nursery Co., Jem, Lake Co., Fla., has been established with \$100,000 capital stock; D. C. Sherman, president; F. A. Reed, vice-president; L. E. Klatta, secretary.

Damage amounting to between \$700,000 and \$1,000,000 was done by storm to orchards in the Shenandoah valley of Virginia recently.

Legislation

UNITED STATES TARIFF COMMISSION

Washington, Nov. 17, 1920.

Gentlemen: The Tariff Commission is preparing surveys of the nursery and greenhouse industries, for the information of Congress in connection with tariff legislation. Although much of the nursery and greenhouse stock formerly imported is now shut off by quarantines, considerable imports are still being made, under license and inspection.

We should like to have your opinion as to the tariff problem on these commodities; especially the advantages and disadvantages of domestic and foreign producers, and of the usefulness of the present import duties in establishing a domestic production of the imported materials. We are informed that the present tariff law, which is quoted below, contains a number of discrepancies. If this accords with your view, we should be glad to have your suggestions as to changes.

The Tariff Act of October 3, 1913, reads as follows:

Paragraph 210—Orchids, palms, azaleas indica, and cut flowers, preserved or fresh, 25 per centum ad valorem; lily of the valley pips, tulips, narcissus, begonia, and gloxinia bulbs, \$1 per thousand; hyacinth bulbs, as-tilbe, dielytra, and lily of the valley clumps, \$2.50 per thousand; lily bulbs and calla or corms, \$5 per thousand; herbaceous peony, Iris Kaempferi or Germanica, canna, dahlia, and amaryllis bulbs, \$10 per thousand; all other bulbs, roots, root stocks, corms, and tubers, which are cultivated for their flowers or foliage, 50 cents per thousand; Provided, That all mature mother flowering bulbs imported exclusively for propagating purposes shall be admitted free of duty.

Paragraph 211—Stocks, cuttings, or seedlings of Myrobalan plum, Mahaleb or Mazar cherry, Manetti multiflora and briar rose, Rugosa, three years old or less, \$1 per thousand plants; stocks, cuttings, or seedlings of pear, apple, quince, and the Saint Julien plum, three years old or less, \$1 per thousand plants; rose plants, budded, grafted, or grown on their own roots, 4 cents each; stocks, cuttings, and seedlings, of all trees, shrubs, plants, and vines commonly known as nursery or greenhouse stock, not specially provided for in this section, 15 per centum ad valorem.

UNITED STATES TARIFF COMMISSION,
By John F. Bethune, Secretary.
D. Hill Nursery Co., Dundee Ill.

November 23, 1920.

United States Tariff Commission,
Mr. John F. Bethune, Sec'y.,
Washington, D. C.

Dear Sir: Referring to yours of November 17, regarding Tariff on Imported Nursery and Greenhouse products.

We operate a Nursery and Greenhouse, and are also extensive farmers; growing corn, oats, rye, barley and wheat.

As growers and producers of Nursery and Greenhouse products, we have had to contend against Foreign competition for many years. It has been proven that American growers could grow better stock but that Foreigners had cheaper labor, and could always undersell us, as the very low tariff existing for many years did not offer any protection whatever, and was also so low that it could not have been profitable as a revenue producer. It was kept low by a few influential Importing Agents and Brokers who became wealthy on the trade of these imported trees, plants, etc. As these brokers prospered, the American growers declined. Many were forced out of business and gradually the flag of American Horticulture was lowered in slow surrender.

The worst of it is the Foreign plant growers not only sent over the plants, but also their insect pests and diseases which began

to make serious inroads on our Agricultural, Horticultural and Forestry interests. They sent over to America, on Nursery stock, the White Pine Blister Rust, which has attacked the White Pine Forests and latest authoritative reports show that the White Pine Forests of New England are doomed. Except for quick action on the part of the U. S. Dept. of Agriculture this disease, would have spread all over the country. Millions of dollars have been spent fighting this disease. It can never be eradicated, but it is hoped that it can be checked.

The cotton weevil was also imported into the United States on foreign plants and it is well known that millions of dollars of losses the cotton growers have sustained and are now sustaining on this account.

There is also the Corn Borer, which has only lately arrived and which, if it ever reaches the Middle Western Corn Belt, will doom this crop.

Investigation has disclosed dozens of different pests and diseases existing in Europe and Asia, not here yet, which are carried about on trees and plants, and will surely come in if the promiscuous importation of trees and plants is again resumed. It has been proven that no system of inspection can detect some of these pests and diseases as in some stages they are not discernable, and do not develop for two or three years after they reach here.

Fortunately, the U. S. Dept. of Agriculture has shut off most of the importation of Nursery and Greenhouse stock by Quarantine, however considerable imports are still being made consisting of Fruit and Rose stocks, now planted for propagation purposes, bulbs, etc., but these things (especially Fruit and Rose stocks) can be grown in America, and are being grown here today (with the exception of a few kinds of bulbs.) The growing of fruit stocks in Kansas, where conditions are ideal for this industry, could be quickly developed into a large industry. At one time there was considerable capital invested, but the last fifteen years the cheap foreign stock has more or less stifled this industry there.

A good high tariff placed now on imported Fruit and Rose stocks—by this is meant the wild root, one and two years old, on which the hybrid varieties are budded or grafted—would bring in considerable revenue for three or four years, and at the same time it would immediately stimulate the American growers to start growing these things so at the end of three or four years, adequate supplies of Fruit and Rose stocks would be available in this country.

To bring this condition about a tariff of at least \$15.00 per 1,000 or 1½¢ per plant, would be necessary, instead of \$1.00 per 1000 as at present. It is vitally important that all foreign grown trees and plants be denied entry into this country at the earliest date, to protect our great Agricultural industries against new dangerous insects, pests and diseases. It is preposterous to think of endangering our great Agricultural, Horticultural and Forestry interests worth literally hundreds of billions of dollars, for the matter of two or three millions of dollars worth of trees and plants, which can just as well be grown right here in America.

As to the necessity for eventual total exclusion of foreign trees and plants, it can be said that France, Holland, Belgium and other leading countries, many years ago, passed laws stopping the importation of trees and plants within their borders, on account of the danger of bringing in pests and diseases detrimental to their Agricultural interests.

Summing up, it can be said that present Quarantines exclude, I should say, about 65% of trees and plants formerly imported. It is of National importance to exclude the balance as soon as possible. This will be brought about quicker by a higher tariff than any thing else, and would also enable the Government to derive revenue from this source.

We speak entirely from an unselfish viewpoint, with only the larger National interests in mind. We can adjust ourselves and our business to meet any conditions which may arise that is decided will serve the larger majority in the best way. True, from a personal and sentimental standpoint, as loyal Americans, we have dreamed and wished for the time to come when the Horticultural Industry could be re-established in America, so that American plant growers and breeders would have some incentive to give their life work to this, the cleanest and most inspiring industry of all. To achieve this, what is needed is exclusion of most of the foreign trees and plants, and a high tariff on the balance, looking to an early date for total exclusion of all Foreign trees and plants.

THE D. HILL NURSERY CO.

Tennessee Peaches—The Rockwood Orchard comprising organized under the auspices of President I. N. Barnett of the Chamber of Commerce has greatly stimulated interest in the peach growing industry of Roane county, Tenn. We have just learned says the Rockwood, Tenn., Times, of the origin of a similar organization by Harri-man interests and C. O. Stubbs, assistant cashier of the Rockwood Bank & Trust company has formed a partnership with S. N. Stubbs for the purpose of starting a peach venture with from 25 to 50 acres and has planned to increase approximately 1,000 trees each year. The prospects are certainly bright for Roane county peach growers, the large number interested insures a car-load shipping point at Rockwood.

Transportation

Editor American Nurseryman:

We wish to add our praises to the good work that is being done by Charles Sizemore, Traffic Mgr. of the American Association of Nurserymen. He has collected several hundred dollars for us in the last two years, and it was only this morning that we opened the mail and found a check for \$215 for a shipment of Roses that had been damaged in transit and one from which we had given up all hopes of ever receiving a cent. Would advise every member of the Association to send in their express and freight way bills to have them audited. They will be surprised at the number of mistakes made by the Transportation Companies in figuring the rates and the amount of money Mr. Sizemore will get for them.

Business has been good this fall, we think it has been generally so through this section.

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Dec. 8, 1920.
A. J. Cultra, Mgr.

SIGNS



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